

Coachmart

The leading weekly serving the coach industry

October 19, 1989 Issue 559 £1



SCANIA N113 The Cleaner Quieter Bus



SCANIA

Scania (Great Britain) Limited, Milton Keynes, MK15 8HB. Tel: 0908 210210. Fax: 0908 210186.

YEATES

LOUGHBOROUGH (0509) 217777

SALISBURY (0722) 710666

PRICED TO SELL

ONLY AT YEATES AT THESE PRICES
CALL AND SEE US ON
STAND 21

COACH & BUS '89 EXHIBITION

SUPER DEALS DAILY
ON NEW AND USED COACHES

*Hi there -
I've got these superb
New BOVA's available, and
there's still time to order
for Autumn Delivery!*



**IMMEDIATE
AVAILABILITY**
BOVA FUTURA FHD
12.290 INTEGRAL 12M

- 53/55 Luxury Reclining Seats
- Continental Door and Stepwell at o/s centre
- Preparation for future toilet fitment
- DE Headlamps/Foglamps
- 1990 Specification including all the usual BOVA features

2 ONLY

**AVAILABLE LATE
SEPTEMBER**
BOVA FUTURA FHD
12.290 INTEGRAL 12M

- 49/53 Luxury Reclining Seats
- Centre sunken demountable toilet
- Driver's sleeping berth
- DE Headlamps/Foglamps
- 1990 Specification including all the usual BOVA features

1 ONLY

**AT CURRENT SEASONS
PRICES –
WHY NOT RING ME
NOW!**

MOSELEY

Moseley Group of Companies, Derby Road, Loughborough
Leics. LE11 0AH. Telex: 341327 Telefax: (0509) 610814
SCOTLAND (0236) 22445

**HEAD OFFICE
(0509) 213232**

BARGAIN! BARGAIN!

CLEARANCE SALE
ANY REASONABLE OFFER ACCEPTED

PRICE RANGE - £1,500 to £9,500

2 x 1986 Ford Transit, 16 seats 'CARLYLE' power door, moquette seats, MoT March 1990

2 x 1980 Leyland Willowbrook X'press 53 seater, autumn tint moquette, livery cream/maroon, MoT 15.06.90.

1980 Ford R1114 Duple Dominant Express, 53 seats, red moquette, livery white/blue. MoT 1990.

1979 Ford R1114 Duple Dominant Express 53 seats, Bristol dome, (re-moquette grey/blue), livery blue.

1979 AEC 760 12 metre Plaxton, 49 reclining seats, autumn tint moquette, Bristol dome, side lockers. Livery cream. Choice of 2.

1979 Leyland 11 metre Plaxton X'press, 49 seats, MoT Feb 1990.

1978 AEC 760 12 metre Plaxton, 49 reclining seats, autumn tint moquette, Bristol dome, side lockers. Livery cream. Choice of 2.

1977 Bedford YMT, 53 seater Caetano, livery cream. Red moquette.

1977 Bedford YLQ Plaxton Supreme. 45 seats, autumn tint moquette, livery white.

1976 Leyland 53 seater Plaxton Express, semi-auto gearbox, side lockers, Bristol dome, autumn tint moquette, livery cream/maroon. Choice of 2.

1976 Bedford YMT 53 seater Plaxton Express, side lockers, radio, white/red livery, red moquette. MoT 24.04.90.

1976 Bedford PJK Duple Dominant, 29 seats, MoT Dec 89, autumn tint moquette, livery white/green.

1975 Bedford YRQ, 45 seater Plaxton, powerdoor, livery blue/yellow, red moquette.

1975 Ford R1114 53 Duple Dominant Express, red moquette, livery white/blue/yellow.

1975 AEC 760 12 metre Plaxton, 53 seats, 6 speed ZF, autumn tint moquette, Bristol dome, side lockers. Livery grey/red. MoT June 1990.

1974 Bedford YPT Duple Dominant, 53 seater, powerdoor, red moquette, livery white.

1974 Bristol LHL 11 metre Duple, 53 seats, autumn tint moquette. Livery white/black.

1974 Leyland Leopard 11 metre Duple Dominant, 49 E type seats, semi-auto gearbox, side lockers, autumn tint, livery white.

1972/73/74/75 Leyland Nationals, all MoT'd 1990, ideal contracts vehicles.

YES! - £1,500 to £9,500

DON'T HESITATE, CALL US NOW

MANY MORE VEHICLES AT OUR HIGHLY COMPETITIVE PRICES

NEOPLAN

1982/3/4 Neoplan Skyliners, 71/72/75 seats, toilet, drinks machine, fridge, radio, PA, Mercedes V10 Engine, 6-speed ZF manual gearbox, some remoquetteed and refurbished.

SCANIA

1986 Berkhof Eclipse double deck 76 seats, toilet, double glazed windows, Telma, coffee machine, livery maroon/white. MoT May 1990.

VOLVO

1982 Volvo B10M Plaxton Viewmaster, 49 seats, o/c continental door, toilet, drivers bunk, drinks machine, power door, tinted windows, livery white, autumn tint moquette, MoT March 1990.

LEYLAND

1981 Leyland Leopard Duple Dominant, 53 seats, red moquette, livery white, new MoT.

1981 Leyland Leopard, 11 metre, Plaxton Supreme Express, 53 remoquetteed seats, ZF 6-speed, MoT July 1990.

1981 Leyland Leopard, 12 metre Plaxton Supreme IV, 49 Chapman reclining seats, ZF 6-speed manual gearbox, Bristol dome, destination gear. Livery white, autumn tint moquette. MoT.

BEDFORD

1981 Bedford YNT 53 seater Plaxton, side lockers, autumn tint moquette, livery white/blue/yellow stripes.

SANDBECK WAY, EUROWAY ESTATE, HELLABY, ROTHERHAM, SOUTH YORKS.

PLEASE NOTE OUR NEW TELEPHONE NUMBER 0709 700600.

Emergency parts: Nights and Weekends KEVIN BOOTH (0909) 480570 or NEV JENNISON (0709) 817302 FAX: 0709 700007
Emergency service out of hours: GLYNN SMITH (0742) 390507 or CHRIS LAVIN (0909) 568687. TELEX: 547854

SALES - BILL POVEY (0509) 262220 EVENINGS

STUART JOHNSON

THE QUALITY ASSURED BUS & COACH CENTRE

DAF

1983 (Y) DAF SB200 Jonckheere Bermuda, 47/51 reclining seats, ducted heating, integral side lockers, power door, wheel discs, toilet, curtains and seat covers, radio/pa/cassette, interior green stripe, exterior white, MoT February 1990.

1983 (Y) DAF MB Plaxton Paramount 3200, 49 reclining seats, 2 side lockers, ducted heating, power door, rear sunken toilet, tv box and wiring for saloon, radio/pa/cassette, interior brown stripe, exterior white, MoT new.

1980 (V) DAF DKT Plaxton Supreme IV, 53 fixed seats, 3 heaters, power door, 2 side lockers, wheel discs, radio/pa/cassette, interior red, exterior white, MoT.

FORD

1983 R1114 Duple Dominant II, 53 seats + courier seat, curtains, Telma, retarder, exterior blue and white, interior blue. New MoT.

1980 R1114 Plaxton Supreme IV Express, 49 reclining seats, jake brake, side locker, interior brown, exterior cream and maroon, MoT March 1990.

1978 (T) A Series Faro 3, 25 seats, power door, radio cassette, interior red, exterior yellow and red. MoT 23/5/90

SCANIA

1987 (D) Scania K112 CRB Van Hool Alizee H, 49 reclining seats, power door, Telma, crew seat, side lockers, toilet, sink, fridge, blue curtains, radio/pa/cassette, interior blue/red/cream stripe, exterior silver grey, MoT May 1990.

VOLVO



1988 Volvo B10M Plaxton 3500, 53 reclining seats, rear sunken toilet, continental door, courier seat, beige and red interior, exterior white with red and yellow relief. Choice of 3.

1981 (X) Volvo B58 Plaxton Supreme IV, 53 remoquette seats, power door, Telma, side locker, 3 heaters, wheel discs, interior brown chevron, exterior white, MoT December 1989.

1981 (W) Volvo B58 Unicar 11M, 53 seats, ducted heating, side locker, interior grey, exterior white/orange/red/maroon, MoT April 1990.

NEOPLAN

1986 Skyliner MKII Gardner engine, ZF automatic gearbox, 77 reclining seats, water boiler, fridge, drivers bunk, TV and video, MoT Feb '90. Interior red moquette, exterior, white, blue and orange.

0909 500822

SCANIA Alexander



N-E-W

K93 AUTOMATIC PLAXTON DERWENT BUS

**NEW 3 SERIES SCANIA AVAILABLE
WITH PLAXTON, VAN HOOGL AND
DUPLE LUXURY COACHWORK**

AEC

1979 (T) AEC 760 Plaxton Supreme IV, 49 seats, power door, side locker, heater, interior brown/beige stripe, exterior white, MoT March 1990.

DOUBLE DECK BUSES

1976/77 Daimler Fleetline, Park Royal and MCW bodywork, 76 seats, Gardner LX8 engine, auto steering, single entrances painted all white, going through MoT, large selection.

1973 (L) Atlantean 680 Northern Counties, 74 seats, interior maroon PVC, exterior blue/yellow, MoT February 1990.

BEDFORD

1985 (B) YNT Plaxton Paramount 3200 12m, 53 reclining seats, ZF 6 speed gearbox, ZF power steering, side lockers, tinted glass, power door, curtains, radio/pa/cassette, interior brown and orange, exterior white and yellow, MoT April 1990.

1985 (B) YNT Duple Laser, 53 seats, ZF 6 speed gearbox, heated windscreens, side locker, power door, interior blue/grey stripe, exterior white/orange/yellow stripe, MoT April 1990.

1977 (R) Bedford YMT Plaxton Supreme, 53 seats, 3 heaters, radio/pa/cassette, interior red stripe, exterior white/orange/blue, MoT.

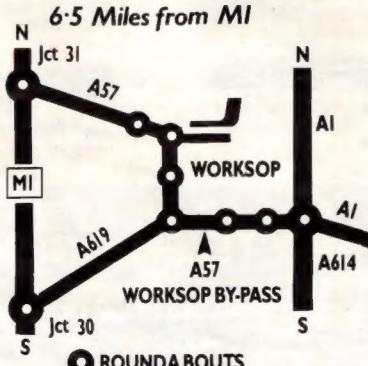
MINIBUSES



1987 Optare City Pacer, automatic transmission, Eberspacher heating, power door, side locker, 25 seats, int red and grey, ext white, new MoT.

1987 Mercedes-Benz 609D Reeve Burgess coach, 19 seats, power door, radio/pa/cassette, int grey, ext white, orange and black, one only, MoT 02-90.

1983 (V) Fiat Caetano Beija, 18 seats, power door, luggage boot, int blue, ext white, MoT 23-04-90.



LEYLAND

1985 Leyland Tiger Duple Laser II, hydrcyclic fully auto gb, power door, power steering, Webasto, radio/pa, curtains, int blue stripe, ext white, 53 seats, MoT 08.06.90, choice of four.

1985 Leyland Tiger Duple Laser II, power door, ducted heating, side locker, radio/pa/cassette, 51 E-type seats, int beige/red, ext white, MoT 08.11.89.

1984 Leyland Tiger 245 Plaxton Paramount 3200 EXP, semi-auto gb, side lockers, toilet, Webasto, 49r, int brown stripe, ext white, MoT 29.01.90.

1984 Leyland Royal Tiger Plaxton Paramount 3500, power door, integral side lockers, ducted heating, drinks machine, toilet, tv/video, radio/pa/cassette, 49r seats, int brown stripe, ext white, MoT 13.02.90. Choice of 2.

1984 Leyland Tiger 245F Berkhof Esprit, underfloor lockers, plug power door, ducted heating, toilet, drinks machine, box for tv, radio/pa/cassette, 49r seats, int brown stripe, ext white, MoT 25.06.90.



1983 Leyland Tiger 245 Plaxton Paramount 3500, power door, side lockers, wheel discs, heated mirror, toilet, tv/video, radio/pa/cassette, 49r seats and courier, int brown stripe, ext white, MoT 28.07.90.

1982 Leyland Leopard ECW EXP, semi-auto gb, destination gear, driver's partition, int autumn tint, ext white, 49 seats, MoT 05.05.90.

1982 Leyland Tiger 218 Plaxton Supreme V Ex, 3 heaters, power door, side locker, radio/pa/cassette, 53 seats, int autumn tint, ext white, MoT 30.10.89.

1982 Leyland Leopard Duple Dominant IV, ZF gearbox, power door, SGB dome, 4 heaters, radio/pa/cassette, 53 reclining seats, int blue/grey, ext white/blue, MoT 08.89.

1981 Leyland Leopard Duple Dominant II, ZF gb, power door, Telma, side locker, Bristol dome, 3 heaters, radio/pa/cassette, int red/orange, ext white, 53 seats, MoT 18.01.90, choice of two.

1981 Leyland Leopard Plaxton Sup IV, semi-auto gb, manual route gear, power door, Bristol dome, heated windscreens, 53r seats, int yellow/black, ext white, MoT 01.06.90

1981 Leyland Leopard Plaxton Supreme IV EXP, semi-auto 2 speed gb, heated windscreens, 48r seats, Bristol dome, driver's cab, int autumn tint, ext cream/orange, MoT 25.11.89, choice of 3.

1979 Leyland Leopard Duple Dominant II, power door, 4 heaters, radio/pa/cassette, 57 seats, int red/orange, ext white/blue, MoT 01.90.

1978 Leyland Leopard Duple Dominant I, power door, Telma, Bristol dome, Webasto heaters, side locker, 49 seats, int blue stripe, ext white, MoT 12.01.90.

1972 Leyland Leopard Plaxton Elite, power door, autolube, side locker, 2 heaters, radio/pa/cassette, 40 fixed seats, int autumn tint, ext red/cream, MoT 23.11.89.

Evening telephone numbers:

Telephone: Car Tel:

Tony Clayton (0909) 473495 0836 620027

Andrew Hamilton (0908) 222339 0836 582376

Barry Ferguson (0226) 283397 0836 620028

Stephen Broom (0909) 478223 0836 583485

David Donati (0873) 811127 0836 620029

Coachmart

ISSUE 559

October 19th, 1989

FEATURES

Tourism

12

Rod Davey presents the first in his series of features about his fact-finding mission to Brittany.

Opinion

15

The arguments about Blue Badge guides continues. This week, Maurice Jones, chief executive of Bus and Coach Training Ltd, puts forward his views.

Insurance

27

Is your company forking out too much for its insurance? Mike Morgan discovers some interesting facts and figures that could save you a packet.

BCC conference

30

Editor Alan Millar was present at the big BCC conference in Guernsey last week. Read his report of interesting items for the coach operator.

REGULARS

Licensing and Legal

16

A rowdy hen party landed a Welsh coach operator in hot water. Find out what happened when he appeared before traffic commissioners.

Fleet Update

20

Find out which operators are updating their fleets in our weekly colour feature.



Rod Davey reports from Brittany – page 12.



Are you getting a good deal from your insurance? – page 27.



NEXT WEEK

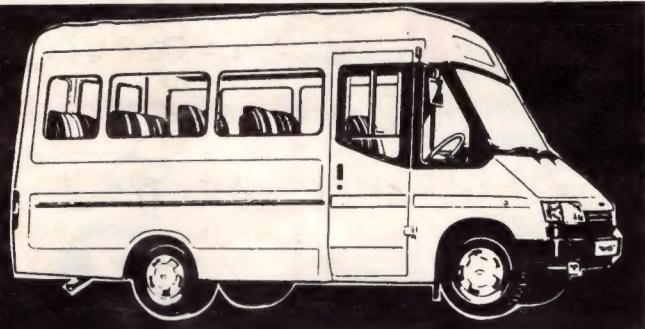


Rod Davey tests North West's Mercedes 814D

PLUS

BCC show special report

Licensing and Legal



Immediate delivery on Ford minibuses from Lloyds

● Ford Transits all models:-

9, 12, 15, 16 and 20 seaters
- PSV and Non PSV

● SPECIAL OFFERS

NEW 9 seater FORD MINIBUS

Used 12 Seater Minibus

Can we supply your car or commercial vehicles?
MOS VEHICLES NOW IN STOCK RING NOW!

For quotes on these and any other minibus requirements contact:

**Steve White on 0785 51331
or Don Burt on 0494 675410**

**Used Vehicles: Dereck Tucker on
0785 51331 or home 0785 211756
(Car phone 0860 512 775)**



LLOYD'S
OF STAFFORD
STONE ROAD, STAFFORD.



NEWS

Stagecoach bids for 10 percent

STAGECOACH Holdings wants all of its operating companies to make 10 percent profit on turnover.

Speaking at the Bus and Coach Council conference in Guernsey last week, managing director Ann Gloag said: 'I believe that when we're finished with our bus companies, they will be capable of producing 10 percent profits on turnover.'

Expanding on the point, her brother, group chairman Brian Souter said: 'We don't know if we can do it. We've achieved it with some of our subsidiaries. The problem is we cannot get the result on a wide enough scale to be interesting enough to institutional investors and to write it up for flotation.'

Gloag said the industry's low profit margins have driven Stagecoach to be as lean and efficient as possible in order to fund the level of vehicle replacement it feels is essential for the future.

Souter added: 'What we're trying to do at Stagecoach is the same as what everyone else is trying to do. We're trying to make a viable industry.'

He said the market is stabilising, three years after deregulation of bus services, but said Stagecoach is not yet ready for flotation. 'We still have a great deal of work to do.'

Gloag and Souter reaffirmed their group's opposition to a return to central wage negotiations for the industry and explained why it has closed all of the central works inherited from ex-National Bus Company subsidiaries.

Gloag said the group is 'clearly determined' to avoid central negotiations and Souter went on to argue that, as the industry is expected to work in a market economy, so too should labour negotiations.

He added: 'I pointed out to someone recently from the Transport and General Workers Union that, if we unionised at Magicbus [its Glasgow subsidiary], we would pay 25 people off the next day. It's as simple as that.'

'I believe that we can afford to employ that number of people in the Magicbus situation but we cannot afford to in the Basingstoke situation.'

On central works, Gloag said



Ann Gloag

Stagecoach's purchasing power made it able to buy in major unit overhauls at much lower cost than if it went on doing the work in house.

But Souter stressed that the group has an open mind.

● Stagecoach is strengthening its buying power by appointing former Carlton PSV coach sales director Jack Miles as its purchasing manager.

● BCC conference report, page 30.

Not moving

WE have been asked to point out that the driver shown using a radio on page 18 of our August 17 issue was not driving the vehicle at the time.

Appleyard off

MYSTERY surrounds the departure of Malcolm Appleyard, sales director at Stuart Johnson Ltd. His resignation was announced by a simple statement from the company which suggests his leaving was by 'mutual agreement' and that he had gone to pursue other interests.

Protest due

CAMPAIGNERS against the Channel Tunnel rail link will be on the march in London on November 5, starting at Kennington and finishing in Trafalgar Square at about 5 pm.

Coaches are advised by the police to set down passengers at Kennington Road and pick up at Victoria Embankment between Bridge Street and Temple.



The new Caledonian Express/Stagecoach livery already being worn on the Dundee-Glasgow route.

Nine for Citylink

SCOTTISH Citylink has signed contracts with a further nine coach operators – three of them in England – and announced improved services on its Anglo-Scottish routes in a bid to thwart any attempt by National Express to dominate the services.

Rapsons, Mairs and Bruce of Airdrie joined the Citylink operation last month, and are now supplemented by coaches from Gold Circle of Airdrie, Henry Crawford of Neilston, Silver Fox Coaches of Paisley, Dodds of Troon, Skyways, and Westcoach of Campbelltown.

The English contingent is represented by Central Coachways of Birmingham, McPherson of Burton-on-Trent, and Chesterfield City Coaches. The deals involve 33 vehicles in all, though only four will come from south of the border.

Long-distance routes will eventually offer reduced journey times thanks to minimal meal stops and a two-driver arrangement – hot food will be served by stewards and vehicles will be equipped with toilets. The end result is an hour's reduction in journey time between Edinburgh and Sheffield, for example.

Commercial manager David Rourke admitted he wasn't sure when the high-speed service would be introduced but promised a package of other improvements on October 29, when Citylink and National Express enter direct competition against each other.

'All the cross-border services are already our cordon bleu standard,' said Rourke. 'The hot food arrangement is an experiment but will be taken up if it proves popular. It will certainly speed things up, and we could see journey times of 8

hours 15 minutes drop to 7 hours.'

Meanwhile, the Glasgow-Aberdeen service is doubled to hourly, students will get a third off fares on production of any proof of identity and student status.

National Express has answered the challenge with its own package of Anglo-Scottish and domestic deals, including student reductions, more frequent services and a greater number of Rapide-standard routes including all of those between Scotland and London. The services are re-named Caledonian Express/Stagecoach.

Magicbus is recast

THE Magicbus, formerly Stagecoach, Perth Panther and Panther Cub city services have been completely re-cast just weeks after their inception.

The new services effectively duplicate the entire Strathclyde Scottish network and for the most part use the same service number. All the services are advertised as running every few minutes, and the flat fare of 30p now covers journeys to and from Scone as well as those within the city.

To operate the revised services the fleet has been augmented by a number of former Devon General Ford Transits, retaining their existing maroon and cream livery and looking rather dull.

The Strathclyde city service timetable is unchanged since its last revision in May, before the

panthers appeared on the scene. The company denies that there will be any timetable change but, with a fleet of brand-new Renault minibuses calling themselves City Nippers having joined the usual Routemasters and other double deckers, there are quite clearly many more buses on the street than would be required to run the advertised services.

As a retaliatory measure, Strathclyde started a new hourly service 34 between Perth and Stanley, advertising it as a new regular service linking Stanley and Luncarty with the centre of Perth, plus the railway and bus stations. The Magicbus service 34, inherited with MacLennan, runs at irregular intervals and terminates half a mile short of the stations.



City Nipper and Perth Panther Cub side by side in Perth. Note that the Cub is on service B.

Do you have marketing problems?

CAN we provide you with new answers to your marketing problems?

Jon Cockerill, the marketing specialist who will be speaking at *Coachmart's* Image to Increase Sales seminars next month, wants to involve you, the operators, as much as possible in his presentation.

If you have practical ideas or

problems which he could use, then write today to *Coachmart's* editor at Wentworth House, Wentworth Street, Peterborough, PE1 1DS.

Remember, there is still time to make your booking.

The dates and venues are:

Financing for Profit: November 14 Selfridge Hotel,

London; November 16 Whitwell Hall Hotel, near York.

Image to Increase Sales: November 23 St George Hotel, Harrogate; November 27 Kensington Palace Hotel, London.

To make your booking TODAY, use the booking form enclosed with this week's issue.



Wright deal

ROBERT Wright of Ballymena has announced the details of its contract to build 106 new bus bodies for CentreWest London Buses and Selkent (*Coachmart* September 28).

The work, worth £3 million, will involve 16 Mercedes-Benz 811D vehicles destined for London Bus subsidiary Selkent and 90 Renault S75 chassis buses for CentreWest, both bodies using Alusuisse M5438, pioneered by Wrights.

New Bova duo for Maynes

MAYNES of Droylesden has ordered two new Bova coaches, built to its own specification, from Moseley.

General manager Grady Thompson said the vehicles were destined for the company's

SYT branded predatory

THE Office of Fair Trading has once again branded as 'predatory' a bus company which reacted to competition by running services at a loss.

Following a complaint from Mike Groves, the OFT says South Yorkshire Transport, at Sheffield, sustained a period of loss-making, with 'the apparent purpose of removing him from the market', and warned SYT not to repeat its conduct.

● Also in Sheffield, National

Express sold its bus interests in Sheffield United Transport to Hallam Bus Company, retaining the SUT's coach services and renaming them Rotherham Travel Services Ltd.

SUT was part of the ATL Holdings Group purchase made in July. The SUT Charlotte Road premises, those at Dinnington, the staff, bus fleet and services all pass to Hallam.

75 Volvos for National

NATIONAL Expressliners is to buy another 75 Volvo Plaxton Expressliner coaches for lease to operators.

The Volvo B10M vehicles with Plaxton Paramount 3500 bodies meet the standard specification, though an undisclosed number will be equipped with toilet/washroom and rear servery for use on Rapide routes.

'Our contract maintenance arrangements will ensure that operators get maximum availability at pre-determined cost,' said National Express's Glynn McKenzie, managing director of subsidiary Roadlease Coach and Bus, in a press statement.

Delivery dates for the vehicles were unavailable as *Coachmart* went to press.

stroco
the
ultin SUMMER
cab & coach heater
BRADTECH

Bradtech Limited, Unit 3, Ladford Covert, Seighford, Stafford ST18 9QD.
Telephone: 0785 282 800. Fax: 0785 282 558

- Compact
- Supplied ready assembled
- Easy to install in any type of vehicle
- Highly efficient
- Economical to run
- Easy to service

Two capacities available: 14kW and 30kW output. Both have a very low power consumption.

Stroco heaters greatly reduce wear and tear on the vehicle engine and provide greater comfort for driver and passengers.

Send for full technical literature.

Showrooms and Conversion Workshop at:
Crystals Industrial Park, Barnby Dun Road,
Doncaster. Tel. (0302) 328888 - Frank Bloom
At Doncaster Mon - Thursday or by arrangement
or at (home) (0723) 583247

NEW VEHICLES, IMMEDIATE DELIVERY CRYSTALS OWN CONVERSIONS

MERCEDES 408D, 15 high back moquette seats, full soft trim, tinted windows, luggage racks, saloon heater, quad vent, radio cassette. £18,750.

TALBOT EXPRESS 1500, diesel, high roof, 14 high back moquette seats, radio/cassette, 4 speakers, full soft trim, luggage racks, saloon heater, quad vent, tinted windows. £14,500.

Also available with lower spec. £13,450.

FREIGHT ROVER, diesel, 5-speed, 16 high back moquette seats, high roof, radio/cassette, 4 speakers, full soft trim, luggage racks, saloon heater, quad vent, tinted windows. £15,950.

Also available with lower spec. £14,995.

LEYLAND DAF 400 SERIES, diesel, 5 speed, 16 high back moquette seats, high roof, radio/cassette, 4 speakers, 4 soft trim luggage racks, saloon heater, quad vent, tinted windows. £16,450.

RENAULT MASTER, diesel, 15 seater, Luxury conversion with underfloor luggage compartment, full soft trim, radio/cass, four speakers, saloon heater, tinted windows, luggage racks. £15,995.



CHOICE OF 10 SHERPA DIESELS, 16 seater, all with current annuals, 1986-1988.

1977 TRANSIT DORMOBILE DIESEL, 16 seats, annual December 1989. £1,450.

1985 (B) FORD R1014 DIESEL, Wadham Stringer on shortened chassis, 38 + 7 standing, power door, full service bus spec, annual June '90. £13,950.

CHOICE OF 3 1974/75 TRANSIT PETROL DORMOBILE, welfare buses all with hydraulic tail lift, current MOTs. From £850 to £1,250.

1984 (B) TRANSIT DIESEL, overdrive, 16 high back moquette seats, high spec, annual Feb. £8,250.

1983 (A) CAETANO BEJA, 18 seater, power door, annual April 1990.

1983 (Y) MERCEDES 508D, 19 high back moquette seats, Bristol dome, boot, annual Dec '89. £10,950.

1983 (Y) TRANSIT, 16 seater, petrol, full soft trim, luggage racks, annual April '90. £4,950.

1987 (D) TRANSIT, diesel, 16 seater, Coachbuilt, power door, boot, annual 1 year.

1984 (B) SHERPA 350 petrol, pick-up truck, immaculate condition throughout, one year's MOT. £2,900.

1986 (C) TRANSIT, petrol, 15 seater, Schedule 6, immaculate throughout. £6,250.

1987 (D) IVECO 358, very high spec throughout and in immaculate condition, annual March 1990. £8,500.

MERCEDES 508 D, 27 seater, coachbuilt body, power door, boot. 1 year's class 5 MOT. Best offer secures.

Showroom at 127 Dartford Road, Dartford, Kent
Telephone (0322) 28538

Contact Eric Yates, David Broad
at Dartford
or Eric Yates (home) (0234) 218549
or David Broad (home) (0634) 711178

NEW VEHICLES, IMMEDIATE DELIVERY CRYSTALS OWN CONVERSIONS

CITROEN Turbo, 15 coach seats, radio cassette, luggage racks, quad vent, very high spec. £14,950.

TALBOT 1000, diesel, 12 seater, full soft trim, moquette seats. £9,950.

**PLEASE RING
(0322) 28538**

and we will be pleased to send
you our up-to-date stock list
with Britain's largest
selection of new and second-
hand mini coaches.

FINANCE ARRANGED



No need for a visit to the shrine for Granada Studio Tours staff Nick Hall and Mary Griffin... it's just an elementary marketing ploy to promote the TV company's package to coach operators.

Dressed in Sherlock Holmes and Dr Watson garb, the pair

will be on hand at this week's Coach and Bus '89 to explain what's on offer, including the set of Coronation Street and the Sherlock Holmes series. The set shown is the giant furniture of TV series Return of the Antelope.

CTC drops fee for small firms

THE Coach Tourism Council, formed in June, has dropped its subscription fee for small coach operators to £250.

Operators with more than ten vehicles still pay £500, but it's half price for owners of ten or fewer. CTC says this reflects their commitment to all areas of coach business.

The CTC's aim is to use its funds to promote the public image of coaching and to raise its profile in all aspects of tourism. It already has the support of a great number of operators, tourist offices and ferry companies, and promises to give increased coverage of coach tourism within national and regional press, TV and radio.

New name

NATIONAL Express's International Express coach services are now Eurolines UK Ltd, operated alongside the European Eurolines network and sharing its booking facilities.

The consolidation is, says manager John Gilbert, a marketing exercise as well as offering an improved service.

The CTC stand at this week's Coach and Bus '89 offers the chance of several free holidays for operators.

Queries about the CTC and its aims can be made by phoning 01 353 8406.

Garages shut

KELVIN Central Buses is to close two of its four former Central Scottish garages - East Kilbride and Wishaw - blaming permanent loss of traffic after a drivers' strike earlier this year.

160 of the 470 staff are being made redundant and the rest deployed to other garages. Earlier cuts included the withdrawal of 70 buses in August.

Route change

A NEW Strathclyde Buses service which started last Monday (October 16) seems set to make life harder for the Clydeside arm of Western Scottish.

Service 39 will run from Garthamlock to Paisley Cross via Glasgow city centre on a 15-minute frequency for much of the day, affecting two of Clydeside's principal routes - the 36-39 service and the 16 into Glasgow.

Salvador Caetano

NEW STOCK

DAF MB 230 LB - ALGARVE 3.35m, Executive.
DAF SB 2305 DHS - ALGARVE 3.35m, Executive, low driver.
DAF SB 2305 DHS - ALGARVE 3.35m, 53 recliners, Touring Spec.

EARLY AVAILABILITY

VOLVO B10M GL - ALGARVE 3.35m, choice of spec.
DAF MB 230 LB - ALGARVE 3.35m, choice of spec.
DAF SB 3000 DVK - ALGARVE 3.55m, Executive.

USED COACHES

HEAVYWEIGHTS

1986 (D) DAF MB DVKL - DUPLE 340, 53/55 recliners, rear O/S sunken demountable toilet, continental door, driver's berth, power door.

1986 (C) DAF MB DKFL - DUPLE LASER II, 53 recliners, power door, Telma, tinted windows.

1986 (C) DAF - BOVA FUTURA FHD, 49 recliners, centre sunken toilet, continental door, courier seat, double glazed, boxed and wired for video, driver's berth, (choice of 2).

1986 (C) DAF SB2300 - LAG GALAXY, 53 recliners, courier seat, continental door, Webasto, tinted windows, radio/pa/cassette.

1986 (C) SCANIA K112 - BERKHOFF ESPRIT, 53 recliners, courier seats, power door, Telma, Webasto, curtains, radio/PA/cassette.

1985 (C) VOLVO B10M GL - CAETANO ALGARVE 3.35, 51 recliners, courier seat, double glazed, rear O/S sunken toilet, continental door, berth, radio/PA.

1985 (C) DAF DKFL - CAETANO ALGARVE 3.35, 53 recliners, (re-trimmed), courier seat, Telma, continental door, tinted windows, curtains.

1985 (B) DAF - BOVA CALYPSO, 53 seats, power door, courier seat, radio/pa.

1985 (B) MAN SR280, 53 recliners, plug door, courier seat, double glazed, continental door, radio/pa/cassette.

1983 (Y) VOLVO B10M - BERKHOFF ESPRIT 350, 47/49 recliners (re-trimmed), courier seat, centre toilet, continental door, double glazed, Telma.

1983 (Y) DAF DKT1 - PLAXTON PARAMOUNT 3500, 51 recliners, courier seat, rear O/S toilet, continental door, berth, decorative curtains.

1983 (Y) LEYLAND TIGER 218 - PLAXTON Paramount 3200, 57 seats, power door, tinted windows, radio/pa/cassette.

1983 (PP) DAF - BOVA EUROPA II, 52 recliners, courier seat, Webasto, box/wire for video, radio/cassette, wheel trims.

1983 (Y) LEYLAND TIGER 245 ZF - PLAXTON PARAMOUNT 3500, 49 recliners, courier seat, double glazed, plug door, berth, rear O/S sunken toilet, continental door, drinks machine, boxed and wired for video.

1982 (Y) DAF DKT1 SMIT EURO HI-LINER, 45 seats, courier seat, plug door, centre sunken toilet, centre continental door, fridge, curtains, radio/PA, trims.

1982 (PP) DAF DKT1 - PLAXTON SUPREME V, 48 seats, Telma, rear N/S saloon toilet, tinted windows, curtains, servery.

1982 (X) LEYLAND TIGER 218 ZF - PLAXTON SUPREME VI GT, 51 recliners, power door, double glazed, Bristol Dome, side locker, soft trim, radio.

1982 (X) LEYLAND LEOPARD ZF - DUPLÉ DOMINANT II, 53 seats, radio.

BEDFORD/FORD

1987 (D) BEDFORD YNV - ALGARVE, 57 seats, power door, side lockers.

1986 (C) BEDFORD YNV - PARAMOUNT 3200, 52 seats, power door, N/S/R saloon toilet, servery, boiler, boxed and wired for video, curtains, radio.

1986 (C) BEDFORD YNV - PARAMOUNT 3200, 53 recliners, radio, Webasto.

1982 (X) FORD R1114 - DUPLÉ DOMINANT IV EXPRESS, 49 seats, tinted windows, side lockers, SBG front, (choice of 2).

1979 (V) BEDFORD YMT - DOMINANT II EXPRESS, 53 seats, power doors.

1979 (V) BEDFORD PJK - DUPLÉ DOMINANT, 29 seats.

1979 (T) FORD R1114 - SUPREME IV, 49 recliners, curtains, side lockers.

MINIBUSES

1988 (E) ACE - PUMA PLAXTON PARAMOUNT, 35 seats, power door, side lockers, soft trim.

1987 (E) IVECO 79.14 - CAETANO VIANA, 19 seats, manual door, parcel racks, heaters, curtains.

1987 (D) TOYOTA - CAETANO OPTIMO, 21 seats, power door, curtains, tinted windows, forced air, reading lights.

1986 (D) MAN 8.136 - REEVE BURGESS, 32 seats, power door, radio/pa.

1986 (C) IVECO 79.14 - CAETANO VIANA GL, 19 seats, power door, reading lights, forced air, curtains, (choice of 2).

1985 (B) FIAT 60.10 - CAETANO BEJA, 18 seats, power door, curtains.

The year quoted denotes the date of first registration, not necessarily the year of manufacture.

FLEXIBLE FINANCE PACKAGES

- ★ SEASON PAYMENTS
- ★ LOW COST LEASING
- ★ CONTRACT RENTAL AVAILABLE
- ★ NO DEPOSIT FINANCE (subject to status)

ACCIDENT REPAIR SERVICE, PARTS SPECIALIST

"THE COMPLETE SERVICE"

Salvador Caetano (UK) Ltd

Mill Lane, Heather,

Leicestershire LE6 1QE

Tel: (0530) 63333

Telex: 341430

Fax: (0530) 63379

AFTER HOURS RING:

Iain Brown, Scotland (0236) 68972

Steve White, Central, North Wales (0302) 832136

Terry Griffiths, E. Mids/East Anglia (0733) 322689

Wilf Lewis, W. Mids, Staffs (0789) 66742

Paul Brock, S. Wales/S. West (06333) 67176

Alistair Wilson, London, S. East (0378) 74745

(car) (0860) 743272

John Walker, Showroom Sales Executive

Have you gone mad?

SIR – What a load of rubbish! I have subscribed to and supported *Coachmart* since Issue One, and feel that the time has now come to ask what on earth has happened to the so-called 'leading weekly serving the coach industry'.

Pathetic news stories based on other people's press releases, expensive advertising that seems to merely take advantage

Marksman off target

SIR – I have just seen a copy of the Marksman article on the European Commission Proposals for a new directive on driving licences (August 31). Far from being 'on target', Marksman doesn't even know where the target is.

To sneeringly dismiss non-profit making community based transport operators as providers of 'Sunshine Buses' demonstrates a profound ignorance about the needs of passengers who aren't catered for by the PSV market.

Marksman's imputation that the non-PSV sector pays no heed to driver competence and passenger safety is demonstrably false. Over the years, the Scottish Community Transport Group has run a number of training events at which passenger safety and driver training are given a high profile.

Earlier this year, the Community Transport Association produced a widely acclaimed driver assessment and training pack. There is nothing 'amazing' about the fact that minibuses have a better accident record than cars or buses – available evidence entirely supports this statement.

Marksman fails to appreciate the detrimental long-term impact that the European Commission proposals will have on the quality of life for people who depend upon community transport operators.

The proper target for hostile criticism of the New Directive is the European Commission.

J G MOORE
Secretary
Scottish Community
Transport Group

of the limited alternatives available to would-be bus and coach advertisers, and now the biggest bundle of nonsense I have seen in years – namely the dreadful letter, to which a full page was devoted, from some cretinous harpies called Liz and Gail (surely made up names!!!) from NALGO – the third-rate lefty union that once represented local government workers, and now appears to represent no more than tired socialist claptrap.

Come on *Coachmart* – wherever did you go wrong???

R W STURGEON
Sturges Travel
Paignton
Devon

● **EDITOR'S NOTE** – *Publication of a letter does not imply Coachmart's agreement with its contents. We do believe – we hope in common with most of our readers – that we should offer space on our letters pages to all shades of opinion. The names of the NALGO officials were not changed by us.*

What a fiddle

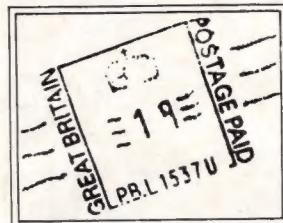
Sir – I was most disappointed to read the article on PSV Law by Paul Fawcett looking at fixed penalty offences.

I am particularly interested in these articles as I am a Justice of the Peace sitting on the District Court.

One point which concerns me is the holder of PSV and HGV licences only require to hand over their driving licence for endorsement of disqualification. In court they are not asked about any vocational licence they may hold. They should notify the Traffic Commissioners and return their licence if they are disqualified.

How many of them don't and 'get away' with driving while disqualified? Many employers do not check their employees' licences during the year. Could this be a problem and before Swansea ties both licences up, a driver could exploit the situation?

VERA JOINER
Partner
Stratmartine Mini Coaches
Dundee



Send your letters to:
The Editor, *Coachmart*, EMAP Response Publishing Ltd, Wentworth House, Wentworth Street, Peterborough PE1 1DS

Fund is there to help

SIR – In view of recent correspondence you have published regarding the Rural Transport Development Fund (RTDF) grant scheme, I thought that it might be helpful to clarify a few points.

As you would expect, it is not our policy to discuss individual cases in the media as we treat all of our grant application as commercially confidential. Only by following this rule can we hope to retain the trust of our applicants who may be required to divulge detailed financial information.

The RTDF grant scheme was created as a means of encouraging operators to take a fresh look at potential routes in their area. By providing what, in many cases, is a substantial lump sum of cash, we have often been able to tip the balance in favour of a route becoming economically viable.

It is not our policy to support projects which, in our estimation, have no long term likelihood of success no matter how socially desirable they may appear on paper.

Each grant application is closely assessed by our Transport Advisers. They have all had many years of experience in the bus and coach industry which they combine with a detailed knowledge of the practicalities of rural transport and the needs of the English countryside.

As taxpayers, your readers would not expect our advisers to distribute grants regardless of the economic realities surrounding a particular object. If a route is considered unviable, even with the assistance of a grant, there can be no merit in using taxpayers' money as a form of artificial life support.

Grant applications inevitably involve a fair degree of form filling and discussion, yet this is

a small investment of effort in view of the thousands of pounds of public money which an applicant may be given as a result. Even so, nothing controlled by humans is perfect and, despite our help and support, we have witnessed some grant aided businesses fail.

Our booklet 'Opportunities for Rural Transport' explains our policies in detail and describes the terms and conditions which apply to our grant. Copies are available, free of charge, from the Rural Development Commission, 141 Castle Street, Salisbury, Wiltshire, SP1 3TF.

PETER ROBERTS
Head of Rural Transport Services

Good show

SIR – I read with interest the article in your issue of 10 August 1989 with reference to accounting services.

I felt that it covered the various aspects of the relationship between accountant and client very well and the services which are or should be available to clients.

It is clearly very important for a client in a small or medium size business to have a good relationship with his accountant. I feel it is not possible to give a client the kind of service which they need if the accountant does not understand the nature of the business and the problems which are likely to arise.

I hope that your readers will indeed consider carefully all the various points which you have made in your article.

R L GRAVER
Graver & Co
Norwich
County Council

Hughes DAF

PLAXTON
COACHES & BUSES

Duple
International

VANHOOL

OPTARE
BUS MANUFACTURER

3 YEAR DRIVELINE WARRANTY WITH ALL NEW DAF'S

• AVAILABLE NOW FROM STOCK •

CHOOSE FROM THE FOLLOWING SUPERB COLLECTION OF QUALITY VEHICLES

• PLAXTON •

LOW DRIVER
REAR ENGINE 3200 **
MID OR REAR ENGINE
3500 **
with toilet, if required.
4000 DOUBLE DECKER

• VAN HOOL •

MID OR REAR ENGINE
ALIZEE WITH CHOICE
OF LOW DRIVER
or SUPER HIGH B/WORK
51 RECL. WITH TOILET
OR 55 RECLINERS

• DUPLE •

REAR ENGINE
320 SL PLUS OR
340 SL PLUS B/WORK
CHOICE OF 57 RECL.
OR
53 RECLINERS & TOILET

• OPTARE •

OPTARE DELTA
BUS OF THE YEAR 1989
AVAILABLE NOW WITH:
• BUS SEATS
• DUAL PURPOSE SEATS
• COACH SEATS

LOW MILEAGE
LATE MODELS
EXPECTED SOON

* QUALITY USED VEHICLES * QUALITY USED VEHICLES * QUALITY USED VEHICLES *

DAF

1988 E SB-DHTD DUPLE 320	57R
1988 E MB230 PARAMOUNT 3500**	53R
1988 E MB 230 VAN HOOL ALIZEE 'H'	51R + TOILET
1988 E SB-DHS VAN HOOL ALIZEE LOW DRIVER	51R + TOILET
1988 E SB-DKV VAN HOOL ALIZEE LOW DRIVER	51R + TOILET
1988 E SB-DHS DUPLE 340 SL	57R
1987 D MB230 DUPLE 320 SL	57R
1987 D SB-DHS DUPLE 340 SL	53/57R + TOILET
1987 D SB-DHS PLAXTON 3500**	53R
1987 D MB230 DUPLE 340	53R
1986 D SB-DHTD PARAMOUNT 3200 LOW DRIVER	55'E' TYPE
1986 D SB DHS CATANO ALGARVE	49R + TOILET
1986 C MB 230 CATANO ALGARVE	49R + TOILET
1986 C MB 230 LAG GALAXY	49/53R + TOILET
1986 C MB 230 CARIBBEAN 11	49R + TOILET
1984 B SB-DHS JONCKHEERE P50	51R + TOILET
1984 MB 200 VAN HOOL ALIZEE	51R + TOILET
1984 A MB 200 CATANO ALGARVE	48/53R + TOILET
1981 W MB 200 PLAXTON SUPREME IV	53R

VOLVO

1987 D B10M PARAMOUNT 3500****	49/53R + TOILET
1982 X B58 DUPLE DOM IV	53R

AEC

1979 T 760 DUPLE DOMINANT II	53
------------------------------	----

BOVA

1985 C FUTURA HI-LINE EXEC	49R + TOILET + AIR CONDITIONING
1983 BOVA EUROPA	53R
1982 Y EUROPA	49R + TOILET

LEYLAND

1984 B TIGER PLAXTON 3200	53E
1982 X TIGER PLAXTON SUPREME V EXPRESS	53
1982 X LEOPARD ZF DOMINANT IV	57
1981 W LEOPARD ZF PLAXTON SUPREME IV	48R +5

BEDFORD

1981 W YMT DOMINANT 11	53
1980 V PJK PLAXTON SUPREME	29
1975 N YRQ PLAXTON	45

FORD

1981 W R1114 DUPLE DOMINANT III	53
1980 W R1114 PLAXTON SUPREME IV	53

BRISTOL

1978 S LHS PLAXTON SUPREME	35
----------------------------	----



SHORT OF VEHICLES FOR PEAK PERIODS?

WHY NOT HIRE COACHES LIKE THIS
BY THE DAY, WEEK, MONTH OR YEAR?

• UNDER YOUR CONTROL • WITH YOUR DRIVERS •
• WITH YOUR QUALITY OF SERVICE •

FOR FULL DETAILS TELEPHONE 0274 681144

PLAXTON
COACHES & BUSES

PARTS &
SERVICE

Duple
International

PARTS &
SERVICE

DAF
PARTS &
SERVICE

VANHOOL
PARTS &
SERVICE

PARTS &
SERVICE

OPTARE
PARTS &
SERVICE



An area of natural beauty, this view over a rocky cove is to be seen at Le Yedet, near the 'Cornish Coast' of Brittany.

IT may come as no surprise to regular readers of *Coachmart* to learn the Germans have already arrived on the 'Cornish Coast' of Brittany. But the rocky coves and sandy beaches have not yet been permanently staked out.

While I was visiting the seaside town of Tregastel, to the north of the Brest-Rheims Autoroute near the pleasant town of Lannion, I spoke to German coach tourists who had just arrived in the area. They alighted from a tidy Kassbohrer Setra S120H – with Bosch ABS, 30 recliners, air-conditioning, toilet and catering facilities.

The first coach tourists I had seen in the area, they were travelling with Eberhardt Reisen of Pforzheim in Karlsruhe. One middle-aged German told me in impeccable English: 'We have not seen any British coach tourists since we left Normandy.' When I suggested the British had an infatuation with that part of northern France he gave me a wry smile.

Given the popularity of Cornwall with the British tourist, it seems strange these Breton shores do not feature more prominently on the itineraries of UK operators. Brittany has long been a favourite with the British motorcar tourist, mainly for its pleasant climate, fresh air and excellent seafood. It has good roads, with a high standard even on the country lanes – and accommodation can be as inexpensive as anywhere else in France.

I eventually saw many Belgian and French operators,

BRITTANY: THE CORNISH COAST

In the first part of a series on coach touring ideas in Brittany, Rod Davey explores the 'Cornish Coast' of France.

with both full-size and medium capacity Setras, throughout the whole region. So why are there not many British operators here?

When all is said and done, the Bretons feel an ethnic affinity with the Cornish people – and share a common Celtic culture. And such bonds are regularly cemented by the two-way traffic on Brittany Ferries between Roscoff and Plymouth and St

Malo and Portsmouth. The fact that Celtic wrestlers travel each way for fights should not be allowed to shatter this image.

All this is hardly surprising. The Brittany peninsula shares a similar shape to its Cornish counterpart, as well as its rocky and picturesque cliffs. Like Cornwall, it also has a traditional fishing industry – with small boats constantly sailing in and out of its small

Rod Davey used Brittany Ferries on his fact-finding tour of the region – arriving on the Plymouth-Roscoff service and departing through St Malo-Portsmouth.

The Plymouth to Roscoff service runs at least daily in the peak season with a crossing time of six hours, while the St Malo to Portsmouth runs up to twice daily with a crossing time of nine hours. Prices range from £20

return per person, with coaches from £130 return and free on selected sailings.

Coaches with 30 or more passengers travel free, as does the driver who receives free accommodation and a sleeping berth on night crossings.

Ferries used had excellent cabin facilities with cafeteria, restaurant and bars. There are also recliner/sleepers available and onboard cinemas and video lounges.

harbours.

At first I explored the small coastline between Primel Tregastel, over the bay from Roscoff, and Perros-Guirec. All the resorts I visited had free parking with ample room for coaches – and many hotels with restaurant-bars suitable for meal stops. Although accommodation for coach parties is mainly inland, some pleasant hotels are to be found on the coast. For example, the Hotel Plage, with a lovely seaview in St Michel-en-Greve, has 38 rooms.

A suitable tour of the coast would include such coastal villages as Plougasnau, Locquirec, Trebeurden, Tregastel and Ploumanach – around the Amorique Corniche area.

Travelling by car with my family, we chose to use Le Yaudet, in an area of natural beauty with interesting rocky inlets, as a base. Although not suitable for an overnight coach stop, the Hotel Genets d'Or restaurant would be ideal for a meal stop.

Its menus range from about FF60 (£6) to the full gastronomique at FF140 (£14).

NEWS FLASH

COACH APPROACH LONDON '89

Where do the Beatles still drum?

Where can you experience the Blitz today?

Where can you go tapas hopping?

Come to *Coach Approach London* and find out about the new and traditional attractions and facilities that London has to offer.

**COACH APPROACH LONDON '89
Exhibition is being held at:
WESTMINSTER CENTRAL HALL
LONDON SW1
MONDAY 6 NOVEMBER 1989
11.00 – 4.30pm**

Nearest tube: Westminster

**DON'T MISS OUT ON THIS EXCITING
EVENT WHERE YOU WILL BE ABLE
TO GET LOTS OF NEW IDEAS
FOR YOUR 1990 PROGRAMME.**



For further information, passcard for the exhibition, details of special hotel rates and the social programme, please contact: **Liz Demaison, London Tourist Board, 26 Grosvenor Gardens, London SW1W 0DU. Tel: 01-730 3450**



GREENHOUS

HEREFORD

LEYLAND
DAF

★ 400 SERIES ★

Factory Minibus 2.5 Diesel



16 Low Back Cloth Seats • Hardwood Flooring
Side and Rear Entrance • Factory Built Minibus
• White Exterior

★ 400 SERIES ★

High Roof Minibus 2.5 Diesel



16 High Back Seats • Grey Moquette • Red Stripe
• Cord Trim to Roof and Sides • Trimmed
Luggage Racks • Tinted Side Windows • Coach
Roof Vent • Rear Saloon Heater
• Orders being taken now

CALL US NOW!

0432 352352

Inter-France Hotels

For this area of Brittany Inter-France has two hotels in Morlaix – the 68 room Hotel Europe on the Rue D'Auillon and the Hotel Fontaine, which has 35 rooms on the Voie Express on the Rte De Lannion. With favourable contract rates, the 50 room Hotel Regina is on the Rue Ropars Morvan in Roscoff.

Inter-France also deal with reservations for two 40 room hotels in Tregastel, the Armoric and the Mer et Plage, both on the Pl. de Coz Pors. A smaller 25 room hotel is available for accommodation on the Pink Granite Coast in Trebeurden, the Hotel Inter on the Rue des Plages. Further along the coast in Perros Guirec, the Hotel Printania on the Rue des Bonnes Enfants has 40 rooms.

High season prices, typically £55 for a double room with bath, bidet and toilet, may be reduced depending on the size of the group – with free accommodation for the driver. Typical group reductions range from 15 to 20 per cent.

Tel: 01-450 9388/9391.

Specialising in seafood, and as haute cuisine is not de rigueur in Brittany, it simply prepares freshly caught produce in a manner suitable for the British palate. And its wine list ranges from the simplest to the more expensive wines of France.

With free coach parking available a hundred yards



beyond this hotel, with a lovely seaview (and a lovely rocky cove for the more energetic). Yedet also features a delightful stone church. As well as model fishing boats hanging from the rafters, it has an interesting Nativity. Le Yedet is reached via Ploulec'h, and is a little over 7km west of the town of Lannion.

Although Lannion is a working town, with much employment provided by the National Telecommunications Research Centre, it is in a delightful situation astride the River Leguer. It has many old houses, on the Place du General-Leclerc, with slated and decorative roofs. The twelfth century Romanesque church of Brelevenez has been rebuilt, and the sixteenth century church of St Jean is nearby.

From Lannion, the Cote de Granit Rose (the Pink Granite Coast) is easily reached following the direction of

Perros-Guirec. Here the winds and storms of the winter months have formed the shape of a neanderthal human head known as Father Trebeurden.

If the coast road is taken from Primel Tregezel, via Plougasnou, Losquerc is a charming seaside town in which to pause, ponder and watch the world go by. As well as bars and restaurants, Locquerc has an extremely attractive beach.

Further along the road Trebeurden's ancient rocks are supplemented with its fine beach – and in the town centre there is an interesting open-air market selling oriental rugs as well as fresh produce and clothing.

The short drive to Ploumanach is rewarded with its attractive harbour and Cornish-style architecture. However, with my time necessarily limited, I had to end my exploration of Brittany's 'Cornish coast' with Perros-Guirec – and the sight of a further group of German tourists travelling in a Setra

Contacts

Brittany Ferries,
The Brittany Centre,
Wharf Road,
Portsmouth PO2 8RU.

Tel: 0705-753033.

Comite Regional du Tourisme de Bretagne,
3 rue d' Espagne,
B.P.4175,35041,
Rennes Cedex,
Brittany,
France.

Tel: 99 50 11 15.

Kathy Riviere,
Inter-France Reservations Ltd.,
3 Station Parade,
London NW2 4NU.

Triaxle coach.

The main attraction of this part of Brittany, for me at least, is its innate simplicity and unspoiled, uncommercialised countryside. Should we always treat our customers as the lowest common denominator, shunting them between theme parks and facile catchpennies? All right, that such a market exists is proven by the growth of such attractions. But the eternal popularity of such destinations as Cornwall prove that a significant segment do appreciate areas of natural beauty.

Thousands of years before Christ the enigmatic Megalithic civilisation, thought to have travelled from further south through the Iberian peninsula of what is now Spain and Portugal, settled in Brittany. And so long ago, evidence exists to suggest trade between the region across the English Channel.

Around the time of Christ, Celtic tribes, originally from Central Europe, settled in Great Britain and Brittany. And in AD460 some Celts were said to have been driven from our shores to Brittany by the invading Angles and Saxons.

Brittany remained fiercely independent from the rest of France until 1250, when the absolutist wars between the English Plantagenets and the French Royal House of Capet increased French influence.

However, the links remain strong. Next week I will describe the charms of the magnificent town of Locronan and the Pointe du Raz on the most westerly point of Brittany.



There are charming seaside towns where one can pause, ponder and watch the world go by.

VERITE Baker, in seeking harmony between guides and drivers (*Coachmart* opinion – September 21) expects her article to stir up a storm.

Verite certainly touches on a number of important issues, and her article raised smiles all round the office.

One of the problems besetting anyone in the training business is that we have to try extra hard to ensure that we lead by example.

All the more important, then, that Verite's information about how National Vocational Qualifications (NVQs) 'work' should be accurate.

The Government sponsored National Council for Vocational Qualifications (NCVQ) was not set up as a result of EEC initiatives, but has been in existence for about two years.

In some European countries people are not allowed to practice their trade unless they have a recognised qualification. This government has made it clear that it is not its intention to support our NVQs with legislation. The benefits of NVQs must be evident to employees and employers alike on their own merits.

An important point to make is that the NVQ being developed by the Royal Society of Arts (RSA) is for couriers and driver/couriers. A NVQ for guides is being developed by the English Tourist Board.

Verite refers to NVQ 'courses'. However, there is no such thing as a NVQ course. A National Vocational Qualification is an award indicating someone's ability to undertake a particular job at clearly identified standards of performance.

These awards are fitting into a national framework at different levels of competence numbered from level I through to level IV. Both couriers and drivers are likely to be accredited at level II, although the NCVQ will be the final arbiters on this.

The evidence which will be acceptable to show that candidates have achieved the required standards has yet to be negotiated by the RSA – and agreed by NCVQ.

Incidentally, the RSA could only identify these standards by seeking help from those who will be using them and both Verite Baker and I were involved with others from interested organisations on a small working party.

The formal process of demonstrating competence is called an assessment. Many of

NVQs – Let's get the facts straight

By Maurice Jones, chief executive of Bus and Coach Training Ltd

BELOW – Flashback to Verite Baker's article of September 21.

DRIVERS AND GUIDES: LET'S LIVE IN HARMONY

MARKSMAN is right, said many of the coach operators I talked to.

Some Blue Badge guides are a "stereotyped guide book information pack on legs" was his comment in August 17's *Coachmart*, and talking to coach operators, many of them came up with more points: Why guides have

OUR outspoken Marksman commented that some Blue Badge guides are a stereotyped guide book information pack on legs. Here Verite Baker – herself a Blue Badge guide – investigates further.

heart attack, but one learns a lot from coach drivers, and if you involve the coaching industry in training you get a much better guide at the end.

There is another side to the story though, as many of the coach operators said they were delighted with the guides they used, and mentioned how guides have

you will be familiar with the joint BCT/City and Guilds PSV Driving Instructor Assessment Scheme which is accredited by NCVQ at level III.

In this case, competence is assessed in one continuous session, lasting about five hours. The assessment is undertaken by a trained and qualified assessor.

In the case of the courier qualification there are ten units, and each unit can be assessed independently.

The actual assessment methods have yet to be finalised and we are looking for operators who would like to be involved in 'piloting' assessments.'

Now comes the crunch point – which links back to training. Someone who has been working as a courier can look at the standards for the ten units and he or she may well decide that they believe they can demonstrate their ability to do all ten units to the required standards.

In that situation that person can apply – usually through their employer – for an assessment, assuming the

employer is registered in the scheme and has its own approved assessor.

If the courier attains the standards in all ten units – and these assessments will, by the nature of the broad range of work involved take place over quite a long period of time – then he or she gains her Diploma for Couriers.

No 'training' whatsoever has been involved. A great deal of learning has gone on over a considerable period of time to enable that person to become a competent courier and he or she now has a qualification to prove it.

I don't know how many practising couriers are 'competent' but what we will have when the scheme is up and running will be a set of standards against which to measure people's abilities.

I guess the reality will be that some people will feel confident and competent in some units and will want help in others.

This is where the need for training will come in, and a wide range of training providers – in-company, commercial and local colleges can all play their part

by offering effective training, be it full-time, part-time or 'open learning' with clearly defined learning objectives to match the performance standards.

Training providers will also come into their own by offering properly structured courses for new entrants to the industry. However, if you have followed the logic of the way NVQs can be gained, you will see that newcomers will need to gain practical experience on the job as well as theoretical knowledge before they can be assessed and 'passed' as competent.

With the development of a regional structure, Bus and Coach Training Ltd is beginning to provide some direct training itself, but its major task to date has been to develop standards.

We are now running some pilot assessments for bus and coach drivers and we shall be happy to give first reactions of both drivers and their bosses once we have some experience of assessments under our belt!

Further information on the RSA's Diploma for Couriers can be obtained from Diane Farmer on 0203 550707.

Hen night antics lead to objection

A MEMBER of the public appeared at a Cardiff public inquiry to complain about the conduct of a private party operation.

Mr Brian Richards, trading as B & D Richards, of Tonna, applied to renew his PSV operator's licence, authorising the operation of three single deckers and three minibuses.

The South Wales Traffic Commissioner, Mr John Mervyn Pugh, was told there had been problems with a party of 18 women from the Neath area, which one of Mr Richards' vehicles took to a nightclub in Cardiff. The night out ended in anger when the driver collected them over two hours late with a police escort.

Mrs Julie Harris, of Glannant Way, Cimla, the party organiser, complained that the terms of the private hire arrangement had not been met, saying she opposed the renewal of Mr Richards' operator's licence.

She said she had arranged for a "hen party" to go to the Coco Savanna Night Club in Cardiff city centre on July 29. The driver of the minibus promised to pick them up at 2.15 am. However, when he failed to turn up, she contacted Mr Richards' office and was told that the driver was waiting outside Cardiff Castle.

Worried

Everyone was really worried, as they had all got young families, said Mrs Harris. Her husband had only let her go provided that she came home at a reasonable time.

They were unable to find the vehicle and they eventually called the police. Three patrol cars scoured the area and after finding the minibus, escorted it to the Castle. The police only left the scene after the driver had given an assurance that he did not mind taking the party back to Neath.

Mrs Harris said she wanted to ensure the same thing did not happen again. Members of the party could have been mugged, murdered or raped.

For Mr Richards, Mr Richard Ambrose claimed Mrs Harris was motivated by spite. He said the truth of the matter was that the behaviour of the party of women left a lot to be desired. When the driver arrived to pick the girls up, he quickly noticed that they had already had too much to drink.

During the course of the journey to Cardiff, one young lady chose to take down her knickers and display her backside to following traffic through the back window of the coach.

Mr Ambrose said the women had only paid the driver £48 for the hire of the minibus, because they had spent the rest of the money on an exotic cocktail, costing £12, for the bride-to-be.

Granting full renewal, Mr Mervyn Pugh said he did not doubt the authenticity of Mrs Harris's story. However, it seemed that there could well have been some misbehaviour by some of the ladies on the minibus, and he was glad that no names had been revealed.

It was unfortunate, but Mr Richards appeared to attract complaints, though he did recognise that every coach driver was in a vulnerable position.

licensing & legal

WEEKLY REPORT ON LAW AND THE COACH OPERATOR
By Michael Jewell

Licence for Liverbus after rivals clash

LIVERBUS Ltd, a company formed by Mr Geoffrey Metcalfe, who set up Liverline Ltd, has successfully applied for a new PSV operator's licence, authorising the operation of 21 vehicles, despite objections by Liverline.

The West Derby, Liverpool, based company appeared at a Manchester public inquiry before the North Western Deputy Traffic Commissioner, Mr John Levin, who indicated that representations about the application had been received from Liverline.

For Liverbus, Mr Jonathan Burns said Mr Metcalfe, the principal director, had left school at the age of 16, and had worked for the Merseyside PTE as an apprentice fitter until he became fully qualified. Documents and certificates produced showed that Mr Metcalfe had some standing in

the area, and that he had been offered a master's place at Leeds University.

Mr Levin said it appeared that Mr Metcalfe had done his homework and exams.

Mr Metcalfe said he had undertaken a trainee management course at Merseyside PTE lasting two years. He was then put into a small location at which there were 19 drivers and 30 vehicles, which he ran for six months. In order to further his career, he wanted to set up in his own business and he set up Liverline.

He traded with that company, he considered successfully, for one year. They had operated one particular service. They then took on another service and they had to expand. Maintenance problems arose and he attended a disciplinary inquiry in December 1988.

One of the main problems in

connection with the maintenance was vandalism of the vehicles by a third party. He thought it had been another operator trying to put them out of business, and the matter was investigated by the police. One night four vehicles were totally smashed up. That put the maintenance programme behind and put the company into disarray.

By December 1988, he had pulled out all the stops to put Liverline in order, said Mr Metcalfe. He had contacted the Freight Transport Association, who had helped to totally revamp the maintenance system.

At the public inquiry, a fellow director of Liverline had given evidence that the maintenance problems had arisen due to the rapid expansion and the vandalism. No suggestion was made that he had been

incompetent, said Mr Metcalfe.

He had asked advice of the test station concerning the new maintenance procedures, and he had been assured that they were satisfactory. The Liverbus maintenance system would incorporate all the changes made to the Liverline system.

Mr Burns said Mr Metcalfe was claiming wrongful dismissal. A number of Liverline vehicles received prohibition notices. That cost the company £80,000 in hire fees and the loss of public goodwill. Liverline was claiming that £71,000 of the loss was due to Mr Metcalfe failing to do his duty.

However, nothing was said at the public inquiry in December about it being Mr Metcalfe's fault, though he had been responsible for the vehicles. The other director never once mentioned at that inquiry that he considered that it was Mr Metcalfe's fault.

He had said the problems had been due to the expansion and the vandalism. It was now being said that Mr Metcalfe had been totally responsible for the maintenance of the vehicles. Though he was responsible, he

had to answer to the other directors, and he did not get what was needed in the workshop when he needed it.

Mr Metcalfe had been "got rid of" for two reasons. Firstly, he had voiced certain fears about financial matters, and, secondly, the other directors had wanted to take the operation over.

Mr Metcalfe had been 'got rid of' after voicing objections about financial matters

Mr Metcalfe said the company had £50,000 of capital, and the National Westminster Bank was lending some £20,000. His solicitor, Mr Mark Jones, had invested in the company

and was the company secretary.

The set-up had been fully investigated by accountants, and they had produced projected accounts. The intention was to buy the vehicles through hire purchase arrangements. There were "off bus" sales, the money for which the company would receive a month after the passengers had been carried.

The services they intended to operate were services that had been run by other operators previously. They were in negotiation over premises where there was sufficient accommodation for the parking of 50 vehicles.

The Freight Transport Association had inspected the premises and facilities and was satisfied. Arrangements had been made for the FTA to inspect the vehicles periodically as a back up to the company's own maintenance system. The vehicles would be inspected every four weeks, with intermediate safety checks every two weeks.

Mr Burns said he had been impressed by Mr Metcalfe, who was a professional, who knew his business and who was good

at his job. He was just the sort of person who ought to be granted an operator's licence.

Granting the licence, Mr Levin said Mr Metcalfe was fully qualified and experienced. He unfortunately had had problems with the previous company. However, he accepted that those problems were due to the vandalism experienced and the rapid expansion.

The December public inquiry had no doubt been very embarrassing for Mr Metcalfe, with the Liverline vehicles being in such a poor condition.

Mr Levin said Mr Metcalfe accepted that he was responsible overall for the Liverline problems. He could understand Liverline's attitude, if it was in dispute with Mr Metcalfe, but he agreed with Mr Burns that the fact of the dispute was not evidence as such, justifying a refusal of the Liverbus application.

The Liverbus business plan went into a great deal of detail. The bank and others were prepared to invest money in the company. He was satisfied that he ought to grant the licence as applied for.

Tricolour licence slashed

THE duration of the PSV operator's licence held by Hertfordshire operator Mr Anthony Relph, trading as Tricolour Coaches, has been cut by the Metropolitan Traffic Commissioner, Air Vice Marshal Ronald Ashford, so that it only has a month to run.

Mr Relph, of 40 Burrowfield, Welwyn Garden City, had been called to disciplinary proceedings at a public inquiry in London, following a poor maintenance report from the Department of Transport's vehicle inspectorate.

In his decision, Mr Ashford said he was prematurely terminating the existing licence as a mark of censure. However, provided that Mr Relph submitted an application for renewal before the new expiry date, he would be prepared to approve his application to increase the authorisation on the licence by two vehicles.

Go-ahead for Options

THE North Western Deputy Traffic Commissioner, Mr John Levin, has granted a new standard international operator's licence, authorising the operation of two vehicles, to Mrs Catherine Williams, trading as Options, of Trafford Park, Manchester.

Mrs Williams told the

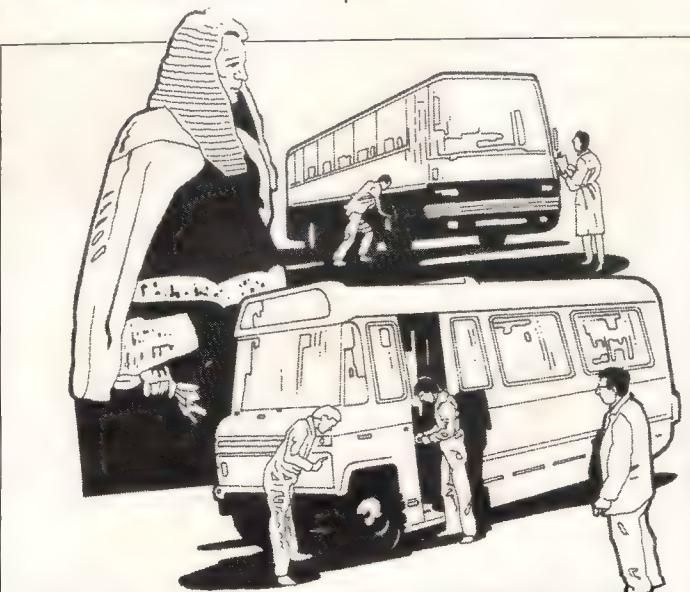
Commissioner she wished to operate a 51 seater coach and one minibus. She had worked for another travel firm, owned by her brother, for 10 years. That business had been sold and she wished to undertake private hire work similar to that undertaken by the previous firm.

Customers of that business kept coming to her, saying that they were not happy with the service the new owners of the business were providing. She had been recommending other operators, but had now decided to have a go herself.

Questioned about finance, Mrs Williams said it was difficult to know how much the operation was going to cost, as she had not yet bought any vehicles. Her brother was going to help her with the business, as he had more experience of the financial side, but it would be her business.

She had an office and parking facilities for the vehicles. She was currently looking for land to buy, and that would be purchased with family money. The business was being run at the moment, and they were hiring coaches in to do the work. Carrying football teams would see them through the winter, giving them time to look for the right coach and to get it ready for the season.

Granting the licence, Mr Levin said that he was satisfied that Mrs Williams was suitable.



Dismissal was unfair

YORK City & District Travel Ltd unfairly dismissed a traffic controller, after restructuring their management system, a Leeds Industrial Tribunal decided.

The Tribunal adjourned until a future date consideration of the amount of compensation to be paid to the controller concerned, Mr P Batchelor.

Mr Batchelor, who was first employed by the company in November 1964, and who was dismissed on March 25, complained that he had been unfairly selected for redundancy and that his dismissal was automatically unfair because it was in breach of an agreed procedure.

The company argued that the spirit of the agreement in question was observed, and that the dismissal, in all the circumstances, was fair.

The Tribunal said that at the time of his dismissal, Mr Batchelor was employed by the company and its predecessors for 25 years. He had originally been employed as a conductor, he had worked as a driver, and, in 1978, he was appointed inspector. In 1980 Mr Batchelor was promoted to senior inspector and in 1986 he was appointed controller, but his grade was protected.

At the beginning of 1989 the company decided to restructure the supervisory and administrative part of the business. There were at the time six controllers, two mobile inspectors, one detailer, one night shift chargehand and one time booking clerk; a total of 11 employees in a supervisory role.

The plan was to reduce those posts to nine, namely three operations controllers, four shift supervisors, one staff detailer and one service supervisor.

The Transport & General Workers Union was notified of the intended restructuring. Meetings took place. The union point of view was that the company should adhere to a written agreement, dated April 27, 1987, and there should be a redundancy exercise as provided for in that agreement.

The company had other ideas. Its aim was to abolish the existing posts and require the

incumbents to apply for one or more of the newly-created posts. Since it intended to conduct what it regarded as job interviews, the company argued that it was not obliged to allow union representatives to be present at those interviews.

Mr Batchelor was interviewed by Mr Hooper, the operations manager. Mr Hooper decided not to appoint Mr Batchelor to the post of operations controller.

Instead, he appointed two men, Mr D Green and Mr D Todd, who had been controllers under the old system, and as the third a Mr D Andrew, who had been a detailer. The only reason that Mr Hooper advanced for his decision was that, in his opinion, Mr Batchelor was not one of those better suited to the job of operations controller.

There was no evidence before the Tribunal as to what criteria was applied by Mr Hooper when he conducted the job interviews. Mr Batchelor only applied for the job of operations controller.

That job was the nearest equivalent to the job that he had been performing. It included the same duties, but with added responsibilities. The pay was about £1,300 more, whereas the jobs of shift supervisor and staff detailer were some £3,000 less than the top grades, and about £2,000 less than Mr Batchelor had been currently earning.

It was not surprising, therefore, that with his experience, Mr Batchelor only applied for the one job, said the Tribunal.

When he learnt that he had been unsuccessful, Mr Batchelor was not minded to apply for the other jobs. He was given the opportunity to reconsider, but after discussing the matter with his union representative, he decided to take redundancy.

The Tribunal said the reason for Mr Batchelor's dismissal was redundancy in that the requirements of the company for employees to carry out work of the kind carried out by Mr Batchelor had diminished.

The circumstances constituting that redundancy applied equally to Mr Green

and Mr Todd, who were not dismissed. The question was whether Mr Batchelor had been selected in contravention of an agreed procedure relating to redundancy.

The procedure dated April 27 1987 provided that both management and union would endeavour to minimise the problems associated with redundancies and, as far as possible, avoid compulsory redundancy by considering, among other things, alternative employment.

It provided that every effort would be made to make available reasonable and suitable alternative employment opportunities within the company. It went on to provide for compensation in the event of demotion.

The compensation was, however, strictly limited, and in Mr Batchelor's case it would have amounted to the order of £450. It was therefore clear, said the Tribunal, that compensation would have been totally inadequate. Furthermore, given Mr Batchelor's length of service and standing within the undertaking, it was reasonable for him to apply only for the job of operations controller.

The Tribunal said it had concluded in the circumstances that reasonable and suitable alternative employment could only mean the job of operations controller.

The next question was whether every effort was made to make such employment available to Mr Batchelor. The Tribunal found that, in the way in which the company went about placing employees for the jobs that were available, no such effort was made.

For in order to give effect to the agreed procedure, the company should only have rejected Mr Batchelor for the job of operations controller if there were sound reasons for doing so. Since there was no clear evidence as to why he was rejected, the company had not shown that any effort was made to comply with the agreed procedure.

It therefore followed that, in the absence of clear reasons for not selecting Mr Batchelor for

licensing & legal

WEEKLY REPORT ON LAW AND THE COACH OPERATOR

By Michael Jewell

the job, the company had failed to show that there were special reasons justifying a departure from the agreed procedure.

In those circumstances, said the Tribunal, Mr Batchelor's dismissal was automatically unfair.

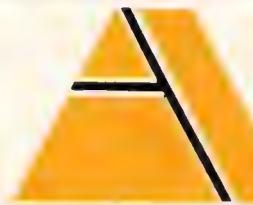
Warning over maintenance

No action has been taken against the PSV operator's licence held by Mr Brian Newton, of 147 Park Barn Drive, Guildford, Surrey, other than the issue of a formal warning, by the Metropolitan Traffic Commissioner, Air Vice Marshal Ronald Ashford.

Mr Newton appeared at disciplinary proceedings in London, following an adverse maintenance report from a Department of Transport vehicle examiner.

Mr Ashford told Mr Newton there had to be a significant and sustained improvement in the maintenance of his vehicles. He pointed out that unless the vehicles and maintenance records were kept impeccably, he would have no choice but to revoke the licence.

The Commissioner directed that a further maintenance investigation be carried out by vehicle examiners in a year's time.



ARLINGTON

VOLVO

1987 B10M, Plaxton Paramount 3500****, 49/53 recliners, double glazing, centre continental door and sunken toilet, auto gearbox + integral retarder.	£90,000
1986 B10M Plaxton Paramount 3500****. Fully automatic gearbox and integral retarder, 49 reclining seats, brown interior, cream/red exterior, MoT 3/90.	£78,500
1985 B10M Jonckheere Jubilee P50. 53 recliners, crew seat, power door, armrests, radio/tape, alloy wheels.	£65,000
1983 B10M Plaxton Viewmaster GT, 49 recliners, rear sunken toilet and continental door, driver's bunk, fawn/orange moquette.	£44,500
1983 B10M Duple Caribbean, 48 recliners, rear sunken toilet and continental door, underfloor lockers, MoT 4/90.	£48,500
1981 B10M Plaxton Supreme IV, 48 recliners, side lockers, rear saloon toilet, power door, radio/PA, Telma retarder, exterior red/white, MoT 6/90.	£37,500

LEYLAND

1988 Tiger Cummins 290 Duple 360L, 55 seats, rear continental door, skidcheck, Telma retarder, power door, underfloor lockers, fog lamps, radio/PA, grey soft trim interior, exterior red/gold, MoT 4/90.	£69,500
1985 Royal Tiger Doyen 260, Telma retarder, Autolube, 49 reclining seats, crew seat, centre sunken toilet and continental door, provision for TV/video, coffee machine, MoT 10/89.	£55,000
1984 Royal Tiger 245, ZF 6 speed gearbox, Plaxton Paramount 3500, 49/53 seats, demountable toilet, radio/PA system, power door, brown stripe moquette, exterior white.	£53,750
1984 Royal Tiger 245 Van Hool Alizee Super High, 53 reclining seats, crew seat, centre toilet demounted, radio/cassette/PA, TV/video, curtains, Telma, automatic lubrication.	£62,500

USED COACHES

1983 Tiger Duple Caribbean, 50 recliners, continental door, Telma, driver's bunk, double glazing, fridge, MoT 4/90.	£43,500
1982 Tiger 245 Plaxton Supreme V, 53 E-type seats, power door, tinted windows, Eberspacher heater, red stripe moquette curtains, radio/PA, 5 speed semi-auto gearbox, MoT 11/89.	£35,000
1981 Leopard Willowbrook 003 coach, 53 seats, express doors, Webasto, Telma retarder, autumn interior, MoT 11/90.	£17,500

MERCEDES

1982 0303 Jonckheere Bermuda, 49 recliners, crew seat, power door, radio/tape/PA, centre sunken toilet, continental door, tinted windows, curtains, OM422 V8 engine, ZF 6 speed gearbox, exterior silver/blue/maroon, MoT.	£32,000
1982 0302 Plaxton Supreme IV, 32 recliners, 8 tables, toilet, kitchen at rear, fridge, MoT 1/90, exterior white.	£35,000

BEDFORD

1986 YMP/S, Plaxton Paramount 3200, 30 recliners, rear saloon toilet, single seat drinks dispenser unit, wired for video/TV, exterior silver/blue, MoT, 7/90.	£47,000
1983 (A) PJK Plaxton Supreme, 29 seater, power door, radio/PA, side lockers, interior trim red, exterior white, new MoT.	£25,500
1983 (October) YNT Duple Laser, 53 seats, power door, radio/PA, side lockers, heated windscreen, driver's locker, one owner from new. Choice of 4.	£34,500
1982 (Y) YNT Plaxton Supreme V, 53 seats, power door, radio/PA, side lockers, brown/gold stripe moquette, MoT 10/89, exterior white.	£22,500
1982 YNT Duple Dominant II, 53 seats, power express doors, radio, red moquette, exterior cream/green.	£23,250
1979 YMP Duple Dominant III, 53 seats, power door, side lockers, radio/PA, choice of 3.	£11,500

WIDE RANGE OF USED MINIS & MIDIS NOW IN STOCK

01-804 2474

DAF

1985 SB 2300 Berkhof, 49 reclining seats, Webasto heating, toilet, Telma, radio, PA cassette, continental door, power door, blue interior, white exterior. Choice of two.	£46,500
1983 SB2300 Plaxton Paramount 3200****, 47 recliners, centre sunken toilet, Webasto pre heater, Blue Spot radio/PA/cassette, curtains, TV monitor, exterior grey/blue, MoT 7/90.	£48,500

AEC

1980 Reliance 760 Duple Dominant II, 53 seats, power door, side lockers, radio/PA, exterior white/blue, MoT 1/90.	£17,500
1978 Reliance 760 Duple Dominant II, 57 seats, 12 metre, power door, radio/PA, side lockers, brown moquette, exterior brown/orange, MoT 11/89.	£13,500

FORD

1982 R1114 Duple Dominant II, 53 seater, brown moquette, usual extras.	£17,500
1980 R1114 Plaxton Supreme Express IV, 53 seats, radio/PA, side lockers, Telma retarder, exterior yellow/white/black, MoT 9/89.	£14,500

SEDDON

1975 Pennine Plaxton Elite III, 57 seats, power door, radio, side locker, brown moquette, MoT 8/90.	£6,500
---	--------

BUSES

1982 Bedford YMT Duple Dominant Bus, 63 seats (13+2 seating). Treadmaster gangway, cab door, exterior red/cream/black.	POA
1982 Bedford YMOS Maxtex Bus, auto gearbox, 37 moquette trim seats, 12 standees, new MoT. Choice of 2.	POA



WESTERN COMMERCIAL



PERFORMANCE WITH ECONOMY

MERCEDES-BENZ BUS & COACH RANGE

PHONE SCOTLAND'S
LEADING SPECIALIST
FOR AN UP-TO-DATE
LIST OF AVAILABLE
STOCK.



RELY ON THE
POWER OF MERCEDES-BENZ

We always stock a quality selection of pre-owned Mercedes-Benz Buses

EXTENDED PARTS AND SERVICE DEPARTMENT NOW OPEN
WESTERN COMMERCIAL 51 BRIDGE ST NEWBRIDGE, EDINBURGH

031-333 2001

FLEET UPDATE



Jonckheere makes 22

The latest addition to the 21 vehicle fleet of Taylors of Sutton Scotney, Hampshire, is this Jonckheere Deauville based on the DAF SBR 3000 chassis.

The coach operates on private hire and Taylors own programme of continental and UK holidays. It is finished to full executive specification.

Pictured is the company's director and general manager, Basil Taylor, receiving the keys from Arthur Humphries of Jonckheere UK Ltd. Looking on is Taylor's engineering director, Frank Sloggett.



Scania buzz to Beehive

Pictured are two Scania K93CRB coaches for the Doncaster operator Wilfreda Beehive.

Fitted with Duple 320SL bodywork they join six other Scanias in the fleet - all were supplied by Stuart Johnson during the past six months.

The Scania K93CRB features Scania DS9-05 8.5 litre 252 bhp engine and GS772 ten speed splitter gearbox.

Formerly based in Bawtry, where Wilfreda was founded in 1949, owners Tony and Sue Schooley took over the Beehive business two years ago.



Swift flies in Stoke

This Leyland Swift is operated by PMT, Stoke-on-Trent.

Seen operating the X23 Potteries to Sheffield service via the Peak District the Swift has PMT's own Knype bodywork. It is to dual purpose specification with 37 seats and eight standees.

FLEET UPDATE

Stagecoach stunners

New Alexander bodied 10.3 metre Leyland Olympians are entering service with several Stagecoach subsidiaries.

The bus pictured is to semi-coach specification in its low height 'R' type body. It also displays the Stagecoach

corporate identity with East Midland fleetnames and the prominently displayed Stagecoach Holdings Ltd logo.

A similar vehicle will be displayed on the Walter Alexander stand at the BCC show.

Bound for Ballymena



Logans Coaches, Dunloy, Ballymena has taken delivery of this 12 metre Dennis Javelin. The Plaxton 3200 two star body is fitted with 53

reclining seats, soft trim, radio/PA/cassette.

Supplied by W S Yeates, the coach is finished in a livery of grey, red and silver.



Matching Merc duo



Arran chooses DAF model

Hughes DAF has recently supplied Arran Coaches from the Isle of Arran with its first DAF.

Arran had previously specified Bedford as its first choice chassis. The DAF DHTD rear engine chassis has Plaxton 3200 low driver bodywork.

Arran's new livery was designed and painted at Hughes DAF's Cleckheaton premises.



This matching pair of Mercedes-Benz 609Ds were supplied to E & F Coach Travel of Atherton.

The Greater Manchester-based operator has a fleet of six coaches (three supplied new during 1989). The 609s were converted by Made To Measure Minicoaches Ltd, Stockport. They seat 24 with two tables in their full soft trim interior.

E & F managing director Bill Eckersley described the new coaches as 'very versatile'. They are used on local work for Granada TV studios, weekend tours to the continent and private hire.

Take out a *Coachmart* sub... receive a superb 35mm cam...



We at Coachmart appreciate how important it is for you, the professional coach operator, to keep abreast of the current issues affecting your business.

Coachmart is the leading independent weekly publication specifically for the coach industry. Each week we bring you a blend of news and views keeping you up to date with all that's happening within the coach market. We offer an unbiased view representing and supporting the coach operator.

Looking to sell a vehicle or planning to increase your fleet? Then look no further - Coachmart does the work for you. Pages of bargains appear each week, from coaches to minibuses, spares to service. Coachmart really is the weekly marketplace for the coach industry.

As a Coachmart subscriber, in addition to your weekly copy with its regular features you will be sent FREE supplements at intervals throughout the year, covering everything from buyers guides to exhibitions.

Those of you who operate tours and excursions will receive Coach Tours and Excursions - the only tourism magazine written specifically for the group tour operator.

All subscribers are also entitled to The Coach Operators Handbook, an indispensable guide to UK tourist attractions suitable for coach parties. **Plus** all subscribers will receive a regular copy of our new monthly management title Coach World which will be launched in September.

Coachmart
The leading weekly serving the coach industry

June 15, 1989 Issue 841 £1

ALL OF THE ABOVE FOR ONLY £45 PER YEAR -
Plus we're so sure you'll be delighted with your Coachmart subscription, we are offering a SPECIAL PRICE on two and three year subscriptions.

scription today and era absolutely **FREE!**

- **...STOP PRESS...STOP PRESS...**
- **...CURRENT SUBSCRIBERS...**
- If you are a current subscriber, you can still take advantage of our special offer. Just complete the form below and return it with a cheque for the appropriate amount. Your new subscription will start as soon as your current one expires and you are protected against any price increases!



TAKE OUT A SUBSCRIPTION TODAY!

52 weeks of up to date valuable information for the professional coach operator for only £45!

WHY NOT TAKE ADVANTAGE OF OUR SPECIAL DISCOUNTS?

Two years of news and views for only £75 – a saving of £15! Or three years at £95 – a saving of £45, the cost of a whole year's subscription!

WE'RE SURE YOU'LL AGREE – AN OFFER YOU CAN'T AFFORD TO MISS!

To subscribe: Simply fill in the form below, and send to the address shown. Or pay by credit card by ringing 0733 63100.

If you subscribe to COACHMART within the next 28 days, you will receive ABSOLUTELY FREE this superb 35mm camera.

Coachmart SUBSCRIPTION FORM

I wish to take out a subscription/increase my current subscription (delete as necessary) to Coachmart for (please tick as appropriate):

1 year £45 £75 (Eire and Europe) £100 (Worldwide) 2 years £75* 3 years £95*

Name _____ Job Title _____ Company _____

Address _____

Post Code _____

Tel _____ Nature of business _____ No of coaches _____

Signature _____ Date _____

Please charge my Access/Visa account No

Expiry date of card _____ Name (as on card) _____

Address _____

Signature _____ Date _____

I enclose a cheque for made payable to EMAP Response Publishing.

Send to: EMAP Response Publishing Ltd, Subscriptions Department, FREEPOST, Wentworth House, Wentworth Street, Peterborough, PE1 1BR

*Special offer discounts on two and three year subscriptions are only applicable to those applicants resident in the UK.

Look around and see your mistakes



We all need to consider what we can do to give us an edge on our competitors.

The search for the different approach need not be limited to our own traditional areas of operation. In my own quest for new lines I have taken the opportunity of riding on both British Rail and National Express services recently.

Although I have not had the opportunity of sampling more than a few of the rail offerings, my impression of railway stations is that generally they are cleaner, have better facilities and better passenger information than most coach stations.

Main line termini are particularly impressive. Although the platforms at Kings Cross are still dirt-black concrete, the concourse is tiled and quite clean, given the volume of traffic over it.

The same is true of the principal stations in both Glasgow and Edinburgh. Birmingham's New Street is somewhere I visualised as particularly grimy. Not so now!

The concourse is so brilliantly clean that if you dropped some of your (now quite edible) Traveller's Fare on it, you might not hesitate to pick it up and carry on eating! As there is a wall between you and the actual trains, New Street looks more like a huge McDonalds than a station.

On a much smaller scale, Blackpool North is in the same style. Look in there when you have parked a coach in Blackpool. See how it compares with where you have just dropped your passengers. Do we, generally, use the coach parks with the best facilities, or just the cheapest?

This choice lies with us and will affect the customer's perception of the service he got when using our coach. Our competitor might use the better facilities.

For example, there are hotels just off many motorways

offering more luxury and often cheaper prices than motorway service areas.

In the coach station at Bristol one Sunday I found no eating facility at all, other than a limited choice, 'stand here and eat' type snack bar. The actual servery hatch is in a corner and the floor on the customer side looked – and smelt – as if it was the out of hours gents' urinal. Indeed, when a passenger in front of me dropped a £1 coin I detected a reluctance to pluck it from amongst the dirty, wet, litter on the ground. Who can blame her, for within seconds her fingers were holding a Cornish pasty to her mouth.

Many operators will have been to Digbeth when working for National Express. Try

using it. This should surely be the justification for spending money on upgrading facilities rather than a feeble excuse for not doing so.

When all is said and done, there is little point in trying to give an upmarket image through our vehicles and staff if the customers' first impression is bad. There may be operators who regard this as not pertaining to their own, local, coaching activities.

There are, however, comparisons which can be made. Where, for example, do passengers get on your tours? If it is in your depot, what does it look like to them? How clean are the toilets there? Where do they wait to board a tour or excursion?

Bristol – the servery hatch is in a corner and the floor looked and smelt as if it was the out-of-hours gentlemen's urinal

looking at it as a customer for a change. While there is a 'herding of cattle' feel about it, the VDU display monitors and the clear and audible passenger announcements were good and the catering facilities far superior to Bristol – but overall the place was not a patch on nearby New Street.

I was particularly amazed to see a stack of well worn, even illegal, tyres and wheels on display to passengers outside the fitting bays. Passengers may well conclude that these were the tyres on which they had been travelling, or even that they are spares awaiting fitting!

Other commentators in the trade and national press have frequently made adverse comments about Victoria Coach Station, London. I totally agree with them and add nothing to their criticism. There are certainly a lot of passengers

Is it covered, heated, and comfortable with somewhere clean to deposit luggage? What passenger information is available to them? All this might be areas where most of us, and that certainly includes me, could improve facilities and thus have an advantage over our competitors.

On board, I am not so generous with my praise for British Rail. Generally trains do not sparkle with cleanliness, even though there always appears to be a quick litter cleaning operation at every turn-round at terminal stops.

When boarding mid-point on a route it can be difficult to find a seat which is not littered with the debris of the previous occupant. I am in no doubt that all but the worst operators could teach BR a thing or two about cleanliness.

There is quite an

improvement in on-train announcements over recent years. They announce stations in advance, so that passengers do not sleep through them. They thank you for making the journey and remind passengers to take all possessions with them.

All of this is about on a par with what I, at least, regard as the required performance of an average coach driver.

Inter-city trains though are air conditioned, so there need be no announcements about heating or ventilation, which is something I would expect of a good coach driver. This was rare on National Express and, frequently, the rack vents were not on despite many passengers clearly fiddling with them in an attempt to get some cool air.

There must be a message there for many of us who run executive vehicles with on board catering. Never mind whether it pays us, or whether we sell the catering supplies to the driver and leave him to get on with it.

Rather we should be wondering: are passengers made fully aware of what is on offer to them? If not, we are simply not maximising the perception of our benefits.

National Express is not cheap. Single fares work out at 10 pence per passenger mile. Exeter to Bristol is £7.60. Also to their credit is that at no time did vehicles on which I travelled seem to be going at excess speeds. Indeed they often seemed to be going slow, but arrived at timing points with a high measure of punctuality.

Generally, disregarding scrap tyres at Digbeth, vehicles gave the impression of being well-maintained.

Just as some people look like villains, even if they are not, and others seem to exude honesty; so it is with vehicles.

Same look well cared for and others don't. Looks can deceive, but it may be on these looks that we are judged by our potential customers.

*LET YOUR BALANCE SHEET
BE A CONSTANT
REMINDER OF A VERY WISE
CHOICE*



WARRIOR



CRUSADER

*RING FOR FULL COLOUR BROCHURE
TO REALISE THE REASONS WHY*

WILLOWBROOK 

ROYAL WAY, LOUGHBOROUGH, LEICESTERSHIRE. LE11 0XR
TELEPHONE: (0509) 212652 · FAX: (0509) 610568 · TELEX: 341995

If Insurance is giving you a headache...

Let us
bring you
relief.



C H A P M A N

S T E V E N S

High Wycombe
Chepping House, Temple End
High Wycombe, Bucks. HP13 5DR
Tel: 0494 444346 Fax: 0494 30876
Telex: 838940

Manchester
2 Deans Court
Crown Square
Manchester M3 3JJ
Tel: 061 837 7212
Fax: 061 837 7210
Telex: 669532

Bristol
Bristol Bridge House
138-141 Redcliff Street
Bristol, Avon BS1 6QP
Tel: 0272 252325 Fax: 0272 292764
Telex: 449405

Over 20 years specialist service to the Bus and Coach industry

see us on stand 333

COACH & BUS
89



Are you getting a good deal?

IN these days of deregulated competition and savage interest rates, operators may be too preoccupied to give insurance the attention it deserves. Yet precious as time may be, there could be a pay-off for those who look carefully for possible savings.

Third party vehicle insurance and employers' liability are compulsory, but ever-increasing premiums need not be. When the renewal notice lands on your desk the sickening reality of another large dent in your cash flow could be sweetened.

Savings

Time needs to be spent during off-peak planning moments to look at risk management. Brian Chapman, of brokers Chapman Stevens, told me: 'Risk management requires a close examination of how much of a risk the operators cover for themselves'.

Implied by this is the prospect of leaving some risks uncovered by insurance. However, Chapman was really advising the use of voluntary excess to not only reduce premiums in the short term, but also benefit from a reduced claims experience in the long term.

Chapman gave me a case study to illustrate his point.

A 40 vehicle fleet with a bad claims record and compulsory excess of £100.

Saving on premiums over two years £75,000.

Unclaimed costs - £10,000 per year.

Net saving over two years - £55,000.

Year	Excess	Premium
1	£100	£120,000
2	£500	£90,000
3	£1000	£75,000

Even when scaled down to smaller fleets the potential of such savings gives operators the incentive to compare alternatives. It may be reasonable to expect professional advisers to prompt such economies, but there could always be the worry of reducing cover.

Type of Cover

Motor vehicle cover for the coach operator can be provided in one of two ways. Small scale operations could benefit from insuring individual vehicles - just like car insurance. A no claims discount can be accumulated to encourage care with vehicles and drivers. The NCD is transferable in the normal way so that premiums can be held down.

The alternative (normally recommended for fleets of five or more) is to insure the fleet as a whole. Premiums are then assessed according to claims experience with the values of individual vehicles averaged out. This lends itself to risk management.

All premiums are calculated on the risk experience of each proposal, so that the lower the number and value of claims - the lower the premium.

Know your driver
Joe Arastey of brokers Cobra Insurance has advice which is sound, regardless of cover required. Arastey told me: 'Premiums are under the control of the underwriter. Their actuarial calculations are based on past experience. This claims record is established by both vehicles and drivers'. Arastey advised operators to 'vet new drivers more carefully - ask about their accident record, and reduce the risk to a minimum'.

Bryan Hardy, principal of Coaching Insurance Consultants, expands the meaning of risk management. Hardy said: 'It is about staff selection and training as well'. The training element, according to Hardy, should include preparation for what to do after an accident.

Coach Insurance Consultants produce a customer advice sheet. The aim is to encourage them to collect all relevant information after an accident. Hardy told me that without this ammunition there would be no defence. The list contains the obvious stipulations of the Road Traffic Act, and further advice. All of this is aimed at establishing the facts of an incident so that proper blame can be established.



Are you getting value for money from your insurance premiums?
Mike Morgan looks at the insurance market to establish how operators can get a good deal on their insurance.

The conclusion to Hardy's list is:

'REMEMBER - a fully completed Accident Report Form with a well-defined description of events will help speed things through. Don't forget that neither your insurance company, insurance broker nor uninsured loss solicitors were present!'

New Ventures

New operators are particularly difficult to assess. Until they have a record of claims their premiums will be based on an average of similar fleets. Underwriters will take a cautious view in this guessing game.

However, Ron Powell of Wrightsure gave me an example of a favourable quotation for a new venture. Assuming a standard 53 seat coach is worth £30,000, Powell said: 'The premium would be about £2,000 if there was no previous experience. The owner would have to declare any drivers under 25, and there would be a excess of £100.'

Competition

There is still competition in the insurance market at the

moment. Insurance companies such as General Accident, Norwich Union, Sun Alliance, Guardian Royal Exchange, and Eagle Star compete with Lloyds underwriters.

A number of insurance companies have existing portfolios of coach business, but only a few are now active in the market. The implications are that it will be less competitive in the future.

Generally companies provide unlimited windscreen cover and have a standard £100 excess. Lloyds policies may incorporate a higher excess of £200-£250, a minimum age limit or no windscreen cover.

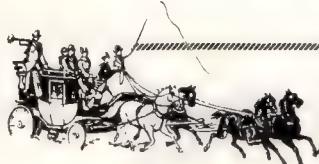
The premium differential between company policies and underwriters policies will depend entirely on individual circumstances. It is very easy to advise shopping around, but operators are clearly busy people.

There is a close parallel with a busy group requiring coach hire. Do they insist on the lowest price or the best service? Many will seek an acceptable compromise after ringing round a cross-section of suppliers. Others will simply go back to the same old company and make do.

Insurance brokers offer the attraction of taking the time-consuming tedium out of the selection process. Brokers should make comparisons easier, and handle the administration (particularly of claims). Insurance companies can be expected to supply quotes at very short notice, and they are very happy to deal direct with their client.

Lloyds underwriters are inaccessible to the general public. They cluster in that famous emporium in the City of London and can only be approached by Lloyds brokers.

Lloyds Brokers are select individuals who act as intermediaries between the underwriters and the non-Lloyds brokers who will be representing clients. Obtaining a quotation from Lloyds can take a couple of days. Patience and forward planning are essential, as is the use of a good broker.



*Coaching
Insurance Consultants*

For personal attention to **ALL** your insurance requirements, including:

- Commercial Policies
- Domestic Policies
- Holiday Travel Schemes for coach and school parties
- Legal Assistance Schemes inc uninsured loss recovery prosecution defence
- Life Pension Policies (inc SERPS rebate schemes), Coach Drivers Personal Accident Insurance.

COACHING INSURANCE CONSULTANTS

2 Hospital Hill, Chesham,
Buckinghamshire HP5 1PJ.

Telephone: (0494) 783595
Fax: (0494) 773563

*Specialist advisors to the Coaching
Industry*



WHY PAY MORE FOR YOUR INSURANCE?

**Phone Cobra Insurance
Services Ltd**
**the coach and bus insurance
specialists.**

We have saved our existing clients thousands of pounds, why not join their ranks.

We can cater for the fleet and single operator, new ventures, arrange continental cover and instalment schemes.

**4 South Road,
Templefields,
Harlow, Essex,
CM20 2AP
(0279) 452449**

**5 Holbrook Road,
London E15 3DZ
01-534 6584**

Lautro Member

Registered Credit Brokers

PREMIUMS INCREASED?

We have over 20 years of experience arranging insurance packages for coach operators.

LOOK!

- ★ Insurances arranged for single vehicle and large fleet operators, also new business ventures welcome.
 - ★ Continental extensions daily/annually arranged.
 - ★ Travel packages arranged UK and Continental.
 - ★ Personal, friendly attention given to all enquiries.
- ★ Also available, exclusive facility for taxi operators for public and private hire.
 - ★ Easy payment terms available.

Please contact:

THE WRIGHTSURE INSURANCE GROUP

**Wrightsue House
27 Booker Avenue, Liverpool L18 4QY. Tel: 051 724 2266**

or

5 Dixon Street, Glasgow, Scotland G1 4AL. Tel: 041 221 6775

or

**Wrightsue House
62 Maidstone Road, Grays, Essex RM17 6NF. Tel: 0375 378371**

INSURANCE

Brokers will take a commission on any business they complete. This is not unreasonable for the service they provide. However, be warned that they should not add-on a 'fee'. *Caveat Emptor* applies - so beware and check the documentation!

Personal attention

The NBC privatisation package encouraged the belief that only small local companies could respond to local needs. However, there have been examples both before and after the NBC sell-off to suggest that large companies can provide a personal service. Therefore large insurance brokers or companies ought to be able to do likewise. Expect such organisations to offer an expert with bus and coach industry knowledge.

Ron Powell of brokers Wrightsure gave me one example of a service it provides, which is an example of the benefits of economies of scale in the insurance industry. Wrightsure offers a special coach scheme. This gives a preferential premium rate that Powell says provides a discount from two companies and one Lloyds syndicate.

Wrightsure also offers a split payment facility at an additional cost of 4-5 percent. Powell said: 'There is a 70 percent take-up on this service'. Clearly his clients value the benefits of this service to their cash-flow.

Where experience of personal service is not good, then operators should change to a broker or company that can be 'personally' aware. Only then can risks be properly assessed and claims dealt with expeditiously.

Utmost good faith

It would be naive for an operator to constantly make claims in a vain attempt to achieve justice. If you pay a



premium of £20,000 per annum and insist on making claims in excess of that, then (unless you are not at fault) you will inevitably face a steep hike in premium next year.

Peter Hayman of specialist travel broker Hayman/Jackson reinforced the importance of 'a good claim incidence'. He told me of two companies in the past three years that had the wrong figures. Hayman said: 'Five to seven percent is the expected incidence of claims - one of the companies which consistently went over this figure went bust this year'.

Conclusion

Shopping around for a competitive quote is a worthwhile exercise if the operator has a good record. Bryan Hardy of Coaching Insurance Consultants warned that those with bad risks could 'run out of shops eventually'.

Operators will be in a better position if they have a good risk record. As Hardy told me: 'Nobody will buy a bad record'.

This is a salutary thought in a market that threatens to become less competitive in the future.

INSURANCE CHECKLIST

- Check the accident record of new drivers.
- Check brokers are not adding on a 'fee'.
- Take advantage of specialist advice.
- Tell the insurers of any material change.
- Consider carefully the size of your excess.
- Consider introducing a 'safety' bonus for drivers.
- (Wrightsure's Powell said 50% of his customers had taken up this suggestion.)
- Establish a good claims record.

Coach Plus
**THREE IN ONE
COACH OPERATOR
SCHEME**
Passenger Travel Insurance
Drivers - Annual cover
Coach Breakdown
Avon Insurance **europ assistance**

For details of the *Coach Plus* scheme please return the slip below or contact: Peter Hayman or David Norman at Hayman Jackson Insurance Brokers, Freepost, Petersfield GU32 3JL. Tel. (0730) 68222 Fax (066398).

Coach Operator:

Contact Name:

Telephone:

Address:

MANAGERS HAVE THE UPPER HAND

Editor Alan Millar reports from the BCC conference in Guernsey

FROM the point of view of someone who has not attended a Bus and Coach Council conference since before the deregulation upheaval of 1985/86, there have been some striking changes.

The industry now sees itself very clearly as a business concerned about bottom line performance beating its competition, increasing its market share and motivating its management and employees to achieve those ends. No longer does it see itself as a quasi-social provider of public services regardless of cost.

That is well expressed by the positions held by delegates at last week's conference in Guernsey. Managing directors, finance directors and company chairmen far outnumbered the local councillors who once played a much more active role in conference discussions.

And politicians' interjections, once accepted with tolerance or in deference to municipal and PTE managers' subordinate role to their political masters are likely now to be silenced by

managers if they feel they do not add to the business of the conference. This is now very much more of an industry managers' event.

The conference theme of Achievement Through Enterprise reflected the new go-getting commercial awareness of the industry, even if it was very much a big bus operators' conference. The handful of classic independent coach operators who came to support outgoing BCC president Simon Newman of Armchair Travel nonetheless found the content this year just as stimulating and relevant as those from some of the largest bus companies.

Highlight for most delegates was the appearance of Stagecoach Holdings MD Ann Gloag, whose paper on enterprise in the PSV industry opened the window a little on the formula of success in a company which began nine years ago with two coaches and which today is the largest independent bus and coach operator in the country, with over 2,300 vehicles, most of

them bought with National Bus Company subsidiaries.

Her message, which attracted the liveliest discussion of the two days' business, was not that Stagecoach has a sophisticated secret which others would find impossible to follow, but that it is driven by strong determination to be big and successful, to succeed where others have failed and to carry its staff with it as it grows.

'We did have a certain amount of luxury in being able to build our house the way we wanted it, rather than trying to make a rambling mansion habitable and affordable.'

'But we did not have the money to employ armies of staff or outside specialists. We literally had to do it ourselves. This process gave us a very intimate knowledge of what was essential, as opposed to what was nice to have in fulfilling our objectives.'

She said enterprise involved taking risks, developing new ideas and seizing opportunities.

Overnight flyposting of bus shelters, a low cost marketing exercise undertaken personally

by Gloag and her brother, chairman Brian Souter, was a risky venture which paid off in publicising the company's original express coach services.

She saw the introduction of crew-operated Routemasters as an innovation in Scotland and said the privatisation of NBC was the first major new opportunity for the group to grow big, an ambition right from the start.

But she said it was necessary not only to have these opportunities, ideas and risks, they had to be put into practice and seen through. Stagecoach had survived competitive assaults on its coach traffic in the 1980s largely because it fired up its staff to share Gloag and Souter's determination to succeed.

The transformation into the multi-million pound group of today is as much part of that same careful planning. 'We had to address and decide exactly what business we wanted to be, not in generalist terms, but in very specific terms.' It meant focusing the effort very firmly on operating buses, not



Delegates throng in for the conference.



Ann Gloag

THE SERVICE BEHIND THE MARQUE

All great marques are characterised in equal part by both the quality of the product on which they are placed and the level of service which their purchasers can expect to receive.



Plaxton Duple Parts and Service is a union of two great service networks, each designed to provide the ultimate in support. The network covers the entire United Kingdom with depots in London, the Midlands and Scotland.



Coach and bus operators nationwide can be assured that we have the facilities for service, repair, re-build and breakdown. Keeping their products on the move... profitably.

Contact the most convenient location to you today.

LOCATION	GENERAL/SERVICE MANAGER	TELEPHONE
Barrhead	John Ross	041-881 5625
Anston	Maurice Turner	0909 551155
Blackpool	Cliff Kelly	0253 792879
Blackpool (Duple Engineering Services)	Liam Cooney	0772 792879
Ware (Plaxton)	David Baker	0920 462383
Hendon (Duple)	Wayne Allen	01-205 6412



Ryton Road, Anston, Sheffield S31 7ES
Telephone: 0909 551155 Fax: 0909 550056 Telex: 547265

A member of the PLAXTON group plc

THE MARQUE OF SUCCESS

In today's ever more competitive business environment we are all judged on many different factors. Our knowledge of our market place, the quality of the service and advice we offer and the standards we aim to achieve.



At Roadlease Coach & Bus we believe that the marque of our success can be judged by the financial performance of others. We have spent 15 years perfecting the provision of finance and contract maintenance services exclusively within the coach and bus industry. With more than 500 vehicles and £30 million provided to operators like you we are the largest... and best in the business.



To help you we will, without obligation, analyse your current and future requirements to provide a practical solution to all your purchasing, leasing and maintenance problems. Contact us today for a copy of our brochure or to arrange a confidential meeting.



Crossroads, Anston, Sheffield S31 7ES
Tel: 0909 551177 Fax: 0909 550056 Telex: 547265
A member of the PLAXTON group plc

PLEASE SEND A COPY OF YOUR BROCHURE

PLEASE CONTACT ME TO ARRANGE A CONFIDENTIAL MEETING

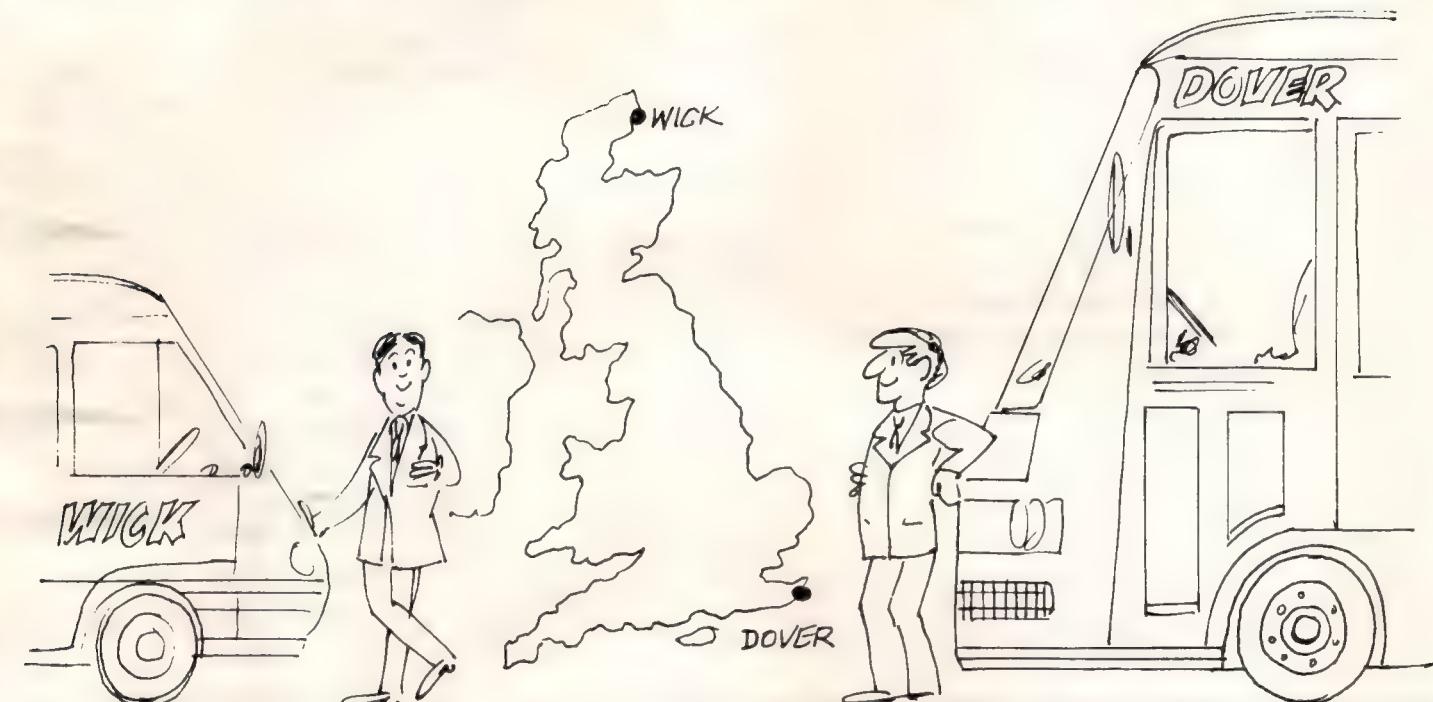
NAME _____ TITLE _____

COMPANY _____

ADDRESS _____

TELEPHONE No. _____

FROM A MINI-BUS IN WICK



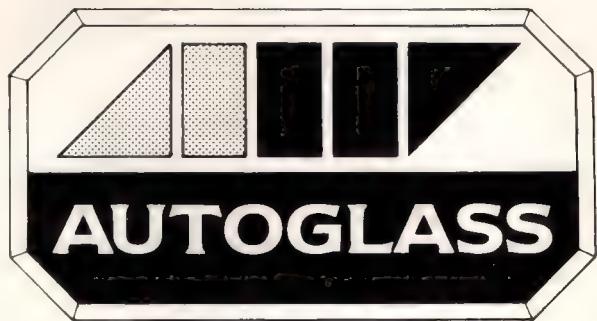
TO A LUXURY COACH IN DOVER!

and everywhere in-between!

Whatever coach or bus fleet you run, wherever it is, you will never be far away from an Autoglass branch.

With over 130 outlets nationwide and access to £8 million of glass stocks you can be sure that when your drivers dial free on 0800 36 36 36 they will be in touch with experts who can solve their glass problem quickly and professionally.

Wherever you are call the Autoglass Coach Service on 0532 523622 to find out more.



0800-36-36-36



**"SEE US ON
STAND 406"**

BCC CONFERENCE



Colin Sharman.

diversifying into retailing or other business areas which might dissipate the effort. Even the original express coach operation has been sold to National Express.

The nub of her message, interpreted later by another speaker who said she had a clarity of purpose rather than a magic formula, was that Stagecoach runs on a simple system of management time being wasted as little as possible.

'Our management and staff need to know quite clearly what we want of them so that effort is not wasted on sidelines. We give them clear, simple targets related to profit levels, quality, fares and attention to costs at all times. We demand unflagging attention to costs and revenue, particularly costs. We make sure they know the profit levels we need for success on the bottom line.'

'Strong, positive leadership we believe is the way to achieve the performance and commitment we want.'

'We have short lines of communication and no, absolutely no, committee management.'

While she stressed the importance and absolute trust built into her working relationship with her brother, Gloag pointed out that Stagecoach has also acquired a good management team to help it run the businesses. 'I believe we have the best team around us that we could possibly have. We are extremely fortunate in the people around us.'

Future growth, she said, would come from increased

services and passenger carryings rather than fares increases – a last resort, she said – and the Scottish Bus Group privatisation programme figures high in Stagecoach's ambitions.

But she dismissed suggestions that Stagecoach would become a monopoly operator of the 1990s. The Monopolies and Mergers Commission would not allow it. There were companies which, even if they came on the market, could not be acquired.

Gloag's paper had followed a day of more general discussions on enterprise, when five speakers from other business areas considered the conference topic.

Colin Sharman, a senior partner at Peat Marwick McLintock's management consultancy, got back to basics by asking what is an entrepreneur and what makes them succeed where the majority fail.

Qualities like aggression, determination, thrust, drive and ruthlessness constitute part of the make up of the successful entrepreneur. It is someone who left school early, comes from a large family, whose father may have been self-employed and who embarks on enterprise in their early 30s.

As delegates learned later, Ann Gloag has no university degree and places high importance on her family's supportive role in running Stagecoach.

But Sharman pointed out that those entrepreneurs' success is exceptional. Of the 1.5 million small businesses in the UK, a quarter started since 1980 and are being joined by 1,000 a week. A third of those will fail by the end of the first year. Only four percent will grow into big businesses and only one percent will want to grow big.

'You could be left with the conclusion that entrepreneurs are born and not made,' he said.

Drawing on London Docklands as an example of successful enterprise, Sharman said it was important never to avoid the obvious in business, to

show logic and flair in developing plans, to pay close attention to social issues and always recognise who your competitors are.

For the future, he warned that environmental 'green' lobbying will drive up costs, but also create opportunities, that information technologies will present organisational challenges and that companies will need to develop the right strategies to exploit the more complex markets of the 1990s.



Colin Wreglesworth.

Colin Wreglesworth, travel trade director of Trust House Forte, took up the theme by looking at how a service industry is investing in its labour force to seek future growth.

He argued that quality of service, rather than innovation, will be the battleground of the



Robert Heller (left) and Simon Newman.

GRAHAM MARTIN'S

(Bus & Coach Sales)

LEYLAND
 1981 LEYL
 Dominant **SOLD** Duple
 seats. ic, Mark II, 49
 1980 12m 12m
 automatic **SOLD** PARD semi-
 reclining seats, MoT 30.10.89.
 1980 12m 12m
 automatic, **SOLD** PARD semi-
 reclining St. ant, 50
 1979 LEYLAND LEOPARD, semi-
 automatic, Duple Dominant, 50
 reclining seats, MoT 19.05.90.
 1979 12m LEYLAND LEOPARD, semi-
 automatic, Duple Dominant, 50
 reclining seats, MoT 23.06.90.
 1979 LEYLAND
 Dominant, **SOLD** Duple
 47/49 seats ic, Mark II,
 1978 12m 12m
 automatic, **SOLD** PARD, semi-
 reclining se. int, 50
 1978 12m 12m
 automatic, **SOLD** PARD, semi-
 reclining se. int 23.04.90.
 1978 12m 12m
 automatic, **SOLD** PARD, semi-
 reclining se. int 11.09.90.



A large selection of Leyland National service buses, 73/74/75, with good MoTs

BEDFORD
 1979 BEDFORD YMT Duple Dominant,
 53 reclining seats. MoT 30.12.89.
1979 BEDFORD YMT Duple Dominant
 MKII, 53 seats
1975 BEDFORD Duple Dominant, 53
 seats.
1974 BEDFORD PJK Duple 29 seats.
BRISTOLS
1974 BRISTOL LH401, Plaxton, 43
 seats.
1968 BRISTOL RELL Gardner engine,
 ECW, 53 seats.
FORD
1977 FORD R1114 Duple Dominant, 51
 seats.
SERVICE BUSES
LEYLAND NATIONALS, 1976/5/4/3,
 very good selection of 10/11 metres,
 some with new MoTs.
DOUBLE DECKERS
 Good selection of Double Deckers due
 in stock.

"All prices subject to VAT"

**OPENING FOR
"TRADES DESCRIPTIONS ACT"**

"We quote the year of the registration not the year of manufacture"

KING STREET MIDDLEWICH, CHESHIRE, CW10 9EA
M6 exit Junction 18, A54 2 miles from motorway

**TELEPHONE: DAY OR NIGHT MIDDLEWICH (060 684) 3476-3658
FAX NO: (0606) 845602**

Ensignbus

DOUBLE DECK BUSES

1969-70 BRISTOL VRT1. ECW bodies, Gardner engines, current test certificates.
1971-74 BRISTOL VRT2. ECW bodies, Gardner engines, current test certificates.
1974-80 BRISTOL VRT3. ECW bodies, Gardner engines, current test certificates.
1975-77 BRISTOL VRT3. Northern Counties, 2 door, no test certificates.
1972-75 LEYLAND ATLANTIC AN68. East Lancs and Park Royal bodies, current test certificates.

SINGLE DECK BUSES

1974-77 LEYLAND NATIONALS. 10.3m bus or coach, 4/90 – 6/90 test certificates.
1975 LEYLAND NATIONALS. 10.3m, 2 door with 6/90 test certificates.

USED COACHES

1982 'X' reg BEDFORD YNT Plaxton Supreme V, 53 seats, 4/90 Test Certificate.
1981 'W' reg BEDFORD YNT Duple, 46 reclining seats and spare set of 49 fixed seats, current test certificate.
1982 LEYLAND TIGER Duple Goldliner, 46 seats, d/glazing, toilet on saloon floor, current test certificate. Choice of two.
DAF MC. 'C' reg 85/86. Berkhoft. 49-53 seats. sunken toilet at rear. automatic gearbox.

PLUS MANY MORE TO CHOOSE FROM

Constantly changing stock, please ring for details

Also left hand drive models for export available

ENSIGN BUS

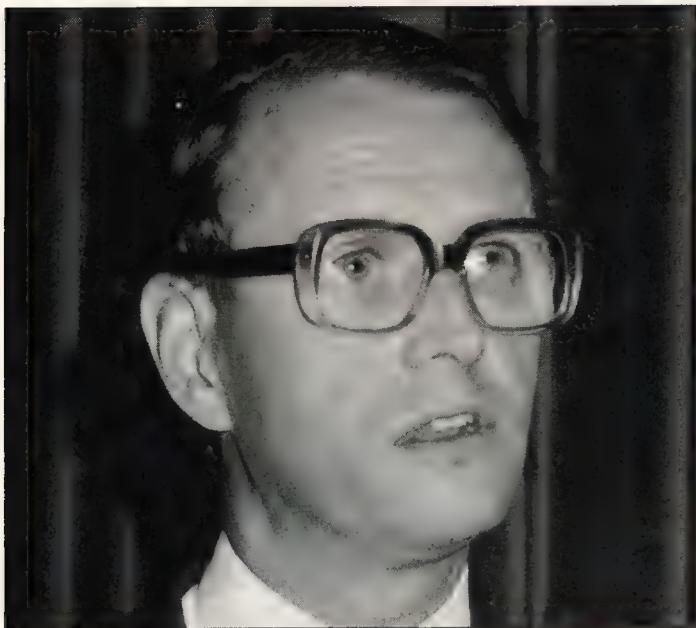
Arterial Road (A13), Purfleet, Essex RM16 1TB.

Telephone Purfleet (0708) 865656.

Telephone Tunneet (0708) 865656,
Telex 896731 Ensign G. Fax 0708 865201

**24 hours
a day**

7 days
a week
(30447/UN/50)



Martin Saunders.

future. People in the front line of providing a service will make the difference between success and failure.

THF, he said, has already altered the focus of its management meetings to see what service weaknesses lead to new business being lost. It encourages innovation by taking away some of the fear of failure and encourages all staff to regard someone as a customer, so kitchen staff may view restaurant staff as customers, even though they do not come into contact with outside customers.

It is investing in much more rigorous communication with staff and between staff, giving people at all levels a better view of the each others' requirements. It has altered staff induction procedures and wants to break down departmental barriers.

Robert Heller, a writer who helped develop the Haymarket publishing group, looked at the development of an enterprise culture and stressed the importance of high, but clear goals and rewards for exceptional effort as part of the ingredients of such a culture.

His paper prompted two MDs, Christopher Hilditch of Midland Red North and Peter Sephton of South Yorkshire Transport, to ask what can be done to motivate employees whose main goal is to finish work as early as possible.

'Hold out a carrot to take them further,' he suggested.

Money might be the answer.

Sephton said: 'A lot of the people we employ have their sights set very low. We need lots of people with set tasks.' The problems arise when their sights are set too high, for they fear that they will make errors.

Heller said managers should prove to employees that they should be prepared to take calculated risks and that they should reward staff suggestions.

John Luff of British Telecom, talking about achieving a market led culture, explained how BT is investing in management training programmes to equip its senior managers with responsibility for customer service.

That has involved it in explaining BT's overall strategies, improving its managers' practices, market

awareness and communications skills and in changing the way in which the organisation functions.

Completing the first day's look at general management principles, Martin Saunders, P&O's group chief accountant, emphasised the importance of controlling a multi-faceted organisation.

Cash, he said, is the prime short-term management tool. Poor management of it, rather than poor profitability, is usually the cause of bankruptcy. Managed well, the business is able to take swift corrective action where necessary.

It is important to manage assets and liabilities, to know where the assets are and to ensure that people in the organisation are not overspending. Controls should be clear and people should be clear who operates the controls.

He also stressed the importance of five-year business plans, as much as a discipline to keep managers in touch with the market as anything else. 'What matters is the mental process gone through in the lead-up to producing the plan.'



John Luff.



Alan Westwell.

Delegates, either inspired or terrified by the simple success story of Stagecoach, were taken from Ann Gloag's presentation to a session on management training needs for the bus and coach industry. Douglas Harvey of the Industrial Training Service explained some findings in the course of research of the industry for Bus and Coach Training, the BCC's training company.

He said many existing company structures are strong on operational management, but weak on strategic planning. Many senior managers are performing jobs which ought to be the province of middle managers.

All of the companies canvassed by ITS said they believe it is important to operate higher standards, but they need to plan to achieve these standards.

Harvey advocates a system of appointing training facilitators in companies, individuals who will take responsibility for developing training programmes to suit the needs of managers and potential managers, partly as an exercise in their own management development.

The formal business sessions ended on a lighter note, a debate on the future role of the traffic commissioners, led by Bee Line MD Andrew Braddock and Metropolitan traffic commissioner Ronald Ashford.

The views expressed, in the best traditions of college debates, were not necessarily those of the participants, but essentially Braddock argued in favour of scrapping route registration in pursuit of true deregulation of bus services and Ashford argued in favour of its retention as a protection of the public interest.

Ashford and the status quo won the day, so perhaps, after all, the industry has not changed as much as we think since deregulation. Perhaps it still craves stability.

This year's conference, the 15th, was the first to be held away from the British mainland. There is talk of the 1991 conference being in Amsterdam, but next year new president Alan Westwell of Strathclyde Buses will be hosting the 16th conference in Glasgow.

COLD COACHES



Cost of extra
maintenance,
lost engine life,
delays.

COLD CUSTOMERS

Are they booking
with you again?



SEE US
ON STAND
NO.234

**AT LAST:
THERE IS
A SOLUTION**

eberspächer

THE ULTIMATE PSV CENTRAL HEATING SYSTEM

EBERSPACHER (UK) LTD, HEADLANDS BUSINESS PARK, SALISBURY ROAD, RINGWOOD, HANTS BH24 3PH.
TEL: 0425 480151 FAX: 0425 480152 TELEX: 41490 EBERUK G

Blowing hot and cold

BLOWING hot and cold can be an advantage in business... if it's your coach that is doing the blowing.

Facing facts, a coach is a mobile greenhouse, its vast area of glass soaking up the sun and losing the heat equally quickly in colder and overcast weather. Humidity is an ever-present problem, causing condensation and sticky passengers.

The demand for control over the saloon environment has increased as passengers go overseas and experience the effect of such things as air conditioning. The public is fickle, and beginning to expect a higher standard of comfort, whether at home or abroad. And this year's glorious summer showed everyone how relevant good ventilation can be, even in our normally soggy climate.

The operator is spoilt for choice when it comes to heating options. Perhaps the simplest are those which utilise the engine's own coolant to provide the heat. The heat is usually radiated or vented at floor level, and is carried down the coach by a conventional forced-air ventilation system.

There are disadvantages with this system. Because of the volume of coolant involved, the engine may take longer to warm up, or may be over-cooled when the heater system is brought into play. And a cold engine means cold air. Independent heaters solve this problem, and reduce the time taken for the engine to reach working temperature as a bonus. Burning the vehicle's own diesel or petrol, a small unit heats the water system quickly and fairly efficiently.

Most of these heaters use the engine's own coolant, but in special circumstances it may be possible to set up an independent water circuit. This would be a necessity if the water heated was for, say, a shower or washroom, and the water used would be heated via a heat exchanger.

Power output of water heaters varies enormously, and the manufacturer will supply the most suitable. A heater with around 5 kw of output may be enough for a minibus, but upwards of 20 kw is more suitable for a touring coach. Travel in extremely cold

conditions, such as those experienced in winter excursions and tours in Scotland or Scandinavia may make the investment in a 30 kw or bigger unit worthwhile.

Air heaters are another alternative. Again using the vehicle's own fuel, they have the advantage of being even more 'instant' since they do not have to heat a volume of water before output can begin. Again, a wide range is made, some specifically for driver comfort.

Air heaters use heat exchangers to transfer heat from burning fuel to the air entering the saloon. The pressure of the forced air is always greater than the pressure in the combustion chamber for one reason; should the heat exchanger block develop a leak, the reverse situation would see the passengers inhaling lungfulls of exhaust fumes!

Air and water heaters are remarkably cheap to run. Typically, an independent heater would burn a fifth less fuel than would the coach's engine at tickover, and would be operable even when the coach is standing.

When the sun's out, it's a whole new ball game. Forced-air ventilation is standard equipment and copes with moderate conditions. The obvious way to upgrade it is with air-conditioning.

The system itself is no more complex than an ordinary household fridge. A special gas is put under pressure by a compressor belt-driven by the engine. Under pressure, and hot, the gas passes into a condenser, is cooled until it reverts to a liquid, then passes to the evaporator within the coach.

Here it is released from the high-pressure system, gathering heat from the air passing over the evaporator as it expands. The cool air passes into the ventilation system.

The majority of coaches are not built with air-conditioning in mind, so the standard ventilation system has to be examined closely to decide which configuration is required. Many air conditioning systems utilise the existing ventilation ducts, suitably modified, while special brackets and pulleys may have to be made to



One of Sutrik's fitters places the inconspicuous evaporator within the luggage rack of a luxury coach.

accommodate the compressor. In some cases, there may be need for more power from the alternator, and this is often supplied by a supplementary alternator attached to the compressor mounting bracket.

Positioning of the compressor is fairly standard, since it is driven by the engine itself and utilises the engine's crankshaft

pulley. The condenser can be hidden under the coach's side panelling or on the roof. The evaporators can be positioned anywhere within the coach, usually in the luggage rack, and the number of them will vary.

Of course, all of this has some penalty. Apart from the demands on the electrical system, there is also some power draw. An average of 15 hp is given by Sutrik, and though this would hardly be noticeable at speed, tickover may have to be adjusted slightly to avoid 'lumpiness' when the system is switched on. The weight of the system, around 200kg, is fairly insignificant but a roof-mounted condenser may give the vehicle slightly worse results in a tilt test.

Cost is a primary factor in selection of air conditioning. A top-class system fitted by the manufacturer may well be more than £8,000. Cheaper systems are available but you tend to get what you pay for.

PURMO

**TOTALLY RELIABLE CONVECTOR
HEATER SYSTEMS FOR BUSES
AND COACHES**

**Come and See Everything You'll
Need To Make Sure You Spend
Nothing On Heater Spares or
Repairs**

**And Our New Range of Demisters
and Advanced Ventilators**

On Stand 320 at



**Wallminster Ltd
65 Knightsbridge London SW1X 7RA
Tel 01-235 8497
Fax 01-235 0846/Telex 299377**

APPOINTMENTS



TOUR COACH DRIVERS

FOR OUR EUROPEAN AND UNITED KINGDOM TOURING PROGRAMMES FOR 1990 SUMMER SEASON AND BEYOND

APPLICANTS SHOULD –
POSSESS (OR INTEND TO OBTAIN) AN ENGLISH
PSV LICENCE.

BE AGED BETWEEN 23-35 YEARS.

BE CONSCIENTIOUS, SELF-MOTIVATED AND ABLE TO
WORK WELL IN A TEAM ENVIRONMENT

**FOR FURTHER DETAILS AND APPLICATION FORM
PLEASE CONTACT:**

Adele Marsden
Contiki Travel, 15 Elmfield Road,
Bromley, Kent BR1 1LS

Telephone: 01-290 6777

(31855/SV/57)



Salvador Caetano

MANUFACTURERS & DISTRIBUTORS OF LUXURY COACHWORK

AREA SALES EXECUTIVE

An opportunity exists to join one of the United Kingdom's leading distributors of luxury continental coachwork. Salvador Caetano (UK) Limited are seeking enthusiastic and professional sales personnel for a number of areas, primarily in the north of England and the south/south east, although some flexibility can be applied in allocating actual areas.

An excellent remuneration package is offered by way of realistic basic salary, generous commission system, company car and other valuable fringe benefits.

Successful candidates are likely to be aged between 25 and 45 with an outgoing personality and will be articulate, confident, self-motivated and able to work from home with the minimum of supervision.

Some sales experience in the coaching industry would obviously be an advantage but is not a pre-requisite.

If you think you are the person we are looking for, please write enclosing full CV to:

**Mr D Wakefield, Sales Director,
Salvador Caetano (UK) Ltd, Mill
Lane, Heather, Leicestershire
LE6 1QE. Tel. (0530) 63333**

(32416/SV)

SITUATION VACANT?

Reach the people you require
through Coachmart

Call Rachel on (0733) 63100

APPOINTMENTS

COACHES WELCOME



WALES

ELSINORE HOTEL

Grand Promenade, Llandudno

(Now with resident proprietors Joan & Alan Giblin)

Tel. (0492) 76923

Available August and October from £80

- Superb seafront position
- Two minutes pier, principal entertainment and shops.
- Sun verandah with beautiful views of the 'Ormes' and mountain scenery
- Central heating throughout
- Residents bar
- Lift
- TV lounge
- Varied menus
- Some bedrooms with private facilities
- Tea/coffee making facilities in all bedrooms

Coaches and Parties welcome

(31852/HO)

Welcome to the

BELGRAVE HOTEL



Tenby

45 bedrooms, lift, parking, good food, entertainment, tea/coffee facilities and colour TV in all bedrooms. Superb position overlooking the South beach and Caldey Island.

VACANCIES MOST DATES 1990

Tel. Tenby (0834) 2377 or 2626 and ask for Malcolm Thomas

Spring and Autumn... ask for 'Special Breaks'... 4/5 nights £62.50
(32508 HO 59)

LANCASHIRE

OLIVERS RESTAURANT

- Located in the City Centre
- Licensed restaurant
- Daytime opening only
- Waitress service
- Driver FREE
- 100 covers

1A Frances Passage, Lancaster 0524 63433

(30591/HO/51)

1990

MARCH MADNESS!

5 nights full board £48.75 standard room, full board including VAT.
(Minimum 40 people)

INTERESTED?

Tel. 0983 402266

for brochure and available dates.

RAYLES HOTEL, SANDOWN
Isle of Wight

(32654 HO 59)

WEST COUNTRY

NEWQUAY JEWEL OF CORNWALL

Family run Hotel with 100 en suite bedrooms, entertainment nightly, many leisure facilities.

TORQUAY THE ENGLISH RIVIERA

We have 20 years' experience looking after groups. Offering: 46 en suite bedrooms, in house entertainment, TV and direct dial telephone in all bedrooms, coach parking.

ILFRACOMBE NORTH DEVON

Help your clients enjoy a relaxing holiday at one of Ilfracombe's largest Hotels. 61 beds en suite, lift to all floors, entertainment most nights.

Special offer 3 and 4 day Winter Breaks. Including 4 day special pre-Christmas Breaks in December. Avoid disappointment, call us NOW

(29606/HO)

Hotel Kontiki

Mountwise, Newquay,
Cornwall TR7 2BQ
Telephone: (0637) 871137

Anchorage Hotel

Cary Park, Babbacombe,
Torquay TQ1 3NQ
Telephone: (0803) 36175

West Bourne Hotel

Wilder Road, Ilfracombe,
North Devon EX34 8BQ
Telephone: (0271) 62120

COACHES WELCOME



COACHES WELCOME



SUSSEX

EASTBOURNE SEA FRONT HOTEL

Party vacancies available in 1990

- 35 bedrooms – 15 en suite
- Colour TV in all rooms
- Tea making facilities in all rooms
- Lift to all floors
- Night entertainment – 3 nights live
- Excellent chef ● Choice of menu

DRIVER FREE

Telephone Mr Power
St Helens Hotel
13-14 Marine Parade,
Eastbourne, East Sussex

Telephone (0323) 30005

(30993/HO/57)

ATTENTION ALL OPERATORS

- ★ Free drivers' meals plus tea
- at

TIVOLI CAFE MADERIA DRIVE BRIGHTON

- ★ Seats 90
- ★ Free deck chairs, 1 min from Pier.
- ★ Choice of menu or fresh fish and chips.
- ★ Breakfast served all day.
- ★ Menu from £2.00 per head.
- ★ Open Easter 1990 – Nov 1990

Tel: 0273 606547 or 570387 (home)

(32407 HO)

EUROPE

SPAIN

CALELLA

A medium sized, family run hotel.
Two swimming pools, bars, lift. All rooms with
facilities and more!

ENGLISH MANAGEMENT. INTERESTED?
Write for tariffs, brochures and special
introductory offer:

EXPRESS HOTEL

Calle Riera 32 08370 CALELLA,
(Barcelona).

Tel. 010 343 769 0883
Fax. 010 343 769 4940

(32636 HO)



Coachmart Classified

The marketplace of the industry 0733 63100



Bookings call: Debbie, Paul, Sue, Vicki. Tel. 0733 63100. Deadlines: Bookings – Tuesday 1pm for Thursday. Alterations and Cancellations: Monday 11am for Thursday

AEC



ALLCO PASSENGER VEHICLES offer
new and nearly new spares to fit most
models. Tel. 01-866 8900 or 0895 674422.
car phone (0836) 241379/529555. (22822/AE/13)

AEC COACH, H reg, MoT May 1990, parts converted,
good condition. £2,250 ono. Tel. Geff on
0772 323537. (32624 AEC 59)

BEDFORD

BEDFORD

1971 BEDFORD YRQ, 45 seater, Caetano Cascais,
MoT until Dec 1989, ideal for school contract in
daily use. £1,350 + VAT. Brailes Coaches (060885)
243. (32420 BE)

1980 W REG BEDFORD YMT, 53 seater, Domi new
MoT. £8,500 + VAT. Tel. (0453) 832722. (32629 BE)

1982 BEDFORD PLAXTON, 29 seater, MoT June
1990, brown interior, white, orange, red exterior,
maintenance records available, better condition
than most dealers stock. In use daily. £1,200 plus
VAT. Tel. Hastings (0424) 430621. (32440 BE)

1980 BEDFORD YMT PLAXTON

53 seats, power door, radio, pa,
decorative curtains, Bristol dome, MoT
Jan 1990, good condition.

£11,500 ovno

Tel. Milken Travel on
Newmarket (0638) 750201

(32638 UN)

BEDFORD

END OF SEASON SALE!

1976 BEDFORD YMT PLAXTON SUPREME

53 seats, POD, vgc, POA

1980 YMT PLAXTON SUPREME IV

53 seats, exceptional condition, express doors, curtains etc, POA

1985 BEDFORD YNT PLAXTON PARAMOUNT 3200

53 recliners, POD, curtains, outstanding condition, fitted single plate clutch, ZF gearbox,

POA

All vehicles are tested, serviced and ready to work. All are subject to VAT.

For further details call

01-881 3336

(32515 BE)

X REG 1982 BEDFORD YNT TURBO

53 seats, long MoT, retrimmed, excellent
condition, offers around

£16,000

Paul Burton Coaches
Bury St Edmunds
Tel. 0284 769551

(32600 BE)

BEDFORD

1984 BEDFORD YNT

Plaxton Paramount 3200, 53 seater, MoT till May 1990, radio/PA/cassette, curtains, wheel trims, power door, etc, good condition.

£29,000 + VAT

Tel. 0371 872644

(32421 BE)

1979 BEDFORD ALPHA

500 engine, private plates, radio/PA, MoT April 1990.

£8,000 + VAT ono

**Tel. 0692 405747
0603 504777 (eves)
(Norfolk)**

(32613 BE)

1973 BEDFORD YRT

PLAXTON 51 SEATS. Tested to July '90, taxed Dec '89. Reconditioned gearbox and alternator. Approx £2,000 spent on other mechanical repairs.

**£6,000 + VAT ono.
All inclusive.**

Tel. 0908 319191

(32648 BE)

BOVA

1982 BOVA EUROPA

Toilet, TV, video, drinks machine, curtains, immaculate for year. MoT'd June 1990. A bargain at £22,000 + VAT

**Tel: Gemini Travel on
01-593 0660
Fax 01-593 0917,
0708 753811 (eve)**

(32480/BV/58)

DOUBLE DECKERS

1975 LEYLAND ATLANTIC, 74 seats, ECW body, reconditioned engine, MoT April 1990, lovely condition. £6,250. Tel. 069887 242 or 289/264 eve & weekends.

BOVA

BOVA

Following coaches are surplus to requirements.

1982 Bova £25,000 ono.

1983 Bova, 52 seats, £30,000 ono.

1985 Bova Europa's IIs and IIIs, 53 reclining seats £35,000/£37,000 ono.

All above vehicles fitted radio, PA. All usual extras.

Finance available and P/X considered.

Tel: (0533) 393118 (day)

or (0533) 874940 (eve)

(32640)

FORD

1984 FORD QUEST Plaxton Paramount 32

Low driver, 53 reclining seats, tinted windows with curtains, MoT March 1990, very good condition.

£25,000 ono + VAT

Telephone for more information

DEREK BIRD on

**(0522) 681067 or (0522) 681491
after 6pm**

(32623 FO 59)

1980

SUPREME FOUR FORD R1114 PLAXTON

45 seater, PSV March 1990, repainted and painted, factory exchange engine, very reliable, good condition inside and out, power door, new clutch.

£7,900

Tel: (0786) 70255

(32653 FO 59)

1974 FORD DUPLE DOMINANT 1

53 seater coach, Express door, owned by us since new, very good condition, low mileage for year, MoT 31/5/90. £3,000 ono.

1975 FORD PLAXTON COACH

45 seats, Express door, very good condition, MoT 1/6/90, own. £2,500 ono.

1975 FORD PLAXTON COACH

49 recliners, very good condition, MoT 31/5/90. £3,000.

**Tel. 06802 313, Bowman's,
Isle of Mull**

(32533 FO)

FORD

1979 53 SEATER DOMINANT MKII

Power door, side lockers, Bristol dome, MoT July '90.

**£6,500 £5,500 ono - choice of 2
(1 with red seats and 1 with brown)**

1978 53 SEATER PLAXTON

Power door, side lockers, MoT Aug '90

£4,500 £3,500 ono

Smart vehicles

Tel. Wolverhampton

(0902) 763880

(0902) 607364

(32626 FO)



1981 X REG FORD R1014 PLAXTON BUSTLER

47 seats plus 11 standees, a good service bus suitable for many jobs, tacho fitted, 6-speed gearbox, available from first November 1989, PSV test to June 1990.

£11,500

Telephone: 01-890 6394

(32651)

DAF

1982 DAF VAN HOOL, MB200, full executive, toilet, video, stereo, coffee machine, full 12 months MoT, first class order, any inspection. £42,000 ono. Tel. (0579) 62272.

(32418 DAF)

1984 DAF VAN HOOL ALIZEE

Full executive, 49 reclining seats + courier, private plates, MoT Mar 1990.

£35,000 + VAT ono

0692 405747

0603 504777 Eves (Norfolk)

(32611 DA)

DAF SBR3000 1987 BERKHOFF

76 seat double decker, all extras. Available immediately in plain white £85,000.

P/X Considered & Finance Available

**Tel. (0533) 393118 (day)
or (0533) 874940 (eve)**

(32455/DA/57)

FRANK HARRIS (COACHES) LTD

HAVE FOR SALE THE FOLLOWING VEHICLES OWNED BY USE SINCE NEW

1981 DAF DDKL PLAXTON SUPREME GT

50 reclining seats, curtains, double glazing, air door, MoT Dec '89.

~~£24,500~~ REDUCED TO £22,000

1982 BOVA EUROPA

48 reclining seats, double glazing, curtains, drinks machine, toilet, courier seat, MoT Nov '89.

~~£32,000~~ NOW ONLY £29,900

1983 DAF DKFL VAN HOOL ALIZEE

48 reclining seats, Webasto heating, double glazing, curtains, drinks machine, toilet, wired for video, driver's bunk, courier seat, MoT March '90.

~~£42,000~~ IDEAL AT £39,900

1985 BOVA FUTURA

48 reclining seats, Webasto heating, air conditioning, curtains, rinks machine, driver's bunk, toilet, radio/TV, wired for video, double glazing, continental door, courier seat, MoT March 1990.

~~£56,500~~ SAVE £2,000 NOW £54,500

All vehicles are subject to VAT and are maintained to the highest possible standards.

For further details please contact

FRANK HARRIS JNR on ESSEX 0708 864911, Fax 0708 865715

**FRANK HARRIS (COACHES) LTD,
GRAYS, ESSEX**

(32599 DAF)



March 1983

DAF MB 200 DDKL PLAXTON PARAMOUNT 3200

53 E-type seats, double glazing, air suspension, PA system, radio/cassette, Jason drinks machine, MoT March 1990.

£33,000 + VAT
EMBLINGS COACHES
Tel. (094 575) 253/210

(32590-DA)

DAF MB230 DKFL PLAXTON PARAMOUNT 3500

C Reg 1986, executive spec, 49/53 recliners, sunken rear toilet, Nomad hot drinks machine, fridge, continental door, MoT Feb 1990.

£57,500 + VAT
Tel. 0977 642385
(West Yorkshire)

(32614 DA)

LEYLAND

1984 LEYLAND DOYAN COACH

Executive specifications, servery, coffee making facilities, TV/video, toilet, reclining seats, 9 months MoT, 6 months tax, in good condition for year.

£31,000 + VAT ono

Tel. (0780) 65555 or 55546
(eves)

(32473/LE/58)

LEYLAND NATIONAL

New engines ready for sale.

PHONE NOW

Tel. 0533 393118 or
0533 874940

(32639 LE)

LEYLAND LEOPARD with 1986 Plaxton Paramount 3200 body, 53 seats, PAS, MoT 4/90 £24,000. LEYLAND TIGER 1982 Supreme V Express, 53 seats, £22,000. Mr Peddle, Stevensons of Uttoxeter. Tel. 0889 562131. (32540/LE/58)

1972 LEYLAND LEOPARD, 49 seats, MoT'd to May '90, taxed, repainted, power door, radio, good condition. £5,500 ono. Tel. 061-793 6782. (32556/LE/58)

LEYLAND LEOPARD 1977

Express doors, 49/53 seats, MoT Oct 1990, coach seats recently retrimmed in latest striped moquette. Also centre roofs and sides, air dryers. Also coach resprayed, very clean.

£7,500 ono

LEYLAND LEOPARD 1977

Power door, 47 seats, MoT Feb 1990, PA, auto lube, Webasto, very clean.

£6,000 ono

Tel. 0751 72230

(32620 LE 59)

EPSOM COACHES

have three 1981/82 Leyland Tiger 218/Plaxton coaches for sale.

All vehicles have been operated and maintained by us since new – full service records available. Fitted with Telma, double glazing, radio/PA etc.

EPSOM (0372) 725252

(32555/LE)

Charterplan

151 Charles Street, Stockport SK1 3JU. Telephone Sales and Reservations 061-477 3555
Administration and Operations 061-273 3322
Telex 686842

Will have for sale at the end of the season the following vehicles:

**1983 (Private Plates)
LEYLAND TIGER 245
HYDRACYCLIC DUPLE
GOLDLINERS**

46 recliners, toilet, double glazing, continental door, Eberspacher, crew seat, new MoT. Choice of two at £32,000 each plus VAT.

**1984 (A) LEYLAND TIGER
245 HYDRACYCLIC
PLAXTON PARAMOUNT
3200**

55 'E' types, double glazing, continental door, Eberspacher, MoT February 1990. Choice of two at £37,500 each plus VAT.

**1984 (Private Plate)
LEYLAND LEOPARD 680
PNEUMOCYCLIC
(REBUILD) DUPLE
DOMINANT IV**

32 seats, double glazing, plug door, wheelchair lift, wheelchair fixing points, Eberspacher, MoT May 1990. £15,000 plus VAT.

For further details or an appointment to view please contact Malcolm Hassall on

061 477 1103

(32518 LE 59)

W REG LEYLAND LEOPARD 0680 PLAXTON SUPREME, 53 seats, 12 months' MoT, power door and steering, rebodied. £12,750 - VAT. Part ex possible. Tyre Tours Ltd. Tel. (0282) 861234. (32655 LE)

**1981 LEYLAND LEOPARD
PLAXTON SUPREME IV, 53
seats, air door, radio/PA,
long MoT£19,500**

**1980 LEYLAND LEOPARD
PLAXTON SUPREME IV, 53
seats, air door, radio/PA,
long MoT£17,500**

**Both vehicles in first class
condition.**

**Contact
JOHN BRIDGE
(0702) 552995/557261**

(32481/LE/58)

OFFERS ARE INVITED FOR SCANIA METROPOLITAN DOUBLE DECK BUSES

All with current PSV tickets and in regular service

For further details contact:-

**Mr P.M. Shepherd, Engineering Manager,
Reading Transport Limited,
Mill Lane, Reading RG1 2RW**

Tel: (0734) 583747

(32408 SC)

SCANIA JONCKHEERE 1984, 12 months MoT, taxed, excellent condition, 49 recliners, toilet, coffee machine, video, courier seat, driver's bunk etc. Genuine reason for sale. Tel. (0702) 551658 or (0702) 710355. Price £55,000 + VAT. (32621 SCA)



SETRA

Kässbohrer

SETRA 'PERFECTION IN COACHES'

NEW VEHICLES

3 x S 215 HD - TOP SPECIFICATIONS including:
OM 442 V8 290 bhp engine, Voith retarder, ABS, toilet, kitchen, full air suspension, driver's bunk, wired TV/Video, fridge, 49 reclining seats, courier seat, plus many additional features.

ONE

SOLD

1 x S 210 HD:
OM 421A V6 turbocharged 250 bhp engine, Voith retarder, ABS, toilet, kitchen, air conditioning, full air suspension, wired TV/Video, fridge, 35 reclining seats, courier seat plus many additional features.

2 x S 215 HRI:

OM 442 V8 - 290 bhp, Voith retarder, ABS, demountable toilet, kitchen, full air suspension, wired TV/Video, fridge, courier seat, plus additional features. 49/53 seats.

2 x S 210 H:

OM 421A V6, turbocharged 250 bhp engine, Voith retarder, ABS, toilet, full air suspension, wired TV/Video, fridge, 33 reclining seats, courier seat, plus many additional extras.

Immediate delivery on all new vehicles will include . . . delivery charge, private no. plate, 1 years road tax. This is a limited offer and will only apply to the vehicles listed above.

Ring us now for details. And remember . . . Ask us for our latest USED vehicles list.

Financial terms available subject to status. Date of registration does not necessarily imply date of manufacture.

Telephone: 0522 500115

Harry Kell-Southern Area Manager-0932 843685

Andy Timms-Northern Area Manager-0625 877658

**Kässbohrer (UK) Limited, Sadler Road, Doddington Road Industrial Estate, Lincoln, Lincs LN6 3RS
Telex: 56522 SETRAG Telefax: 0522 500118**

1986 SETRA S228DT

74 seats - toilet, drinks machine, fridge, radio/PA, TV. Mercedes V8 engine, 7-speed ZF manual gearbox. White. MoT January 1990.

**WILSONS COACHES
TEL: 0555 840249**

(32618 SA)



UNIFORMS

**UNIFORMS
UNLIMITED**
FOR VALUE & QUALITY UNIFORMS

- ★ Large or small contracts
- ★ Larger selection of colours and materials for that individual look

★ Stock service available

★ 1989 brochure out soon

★ Competitive prices

Contact Uniforms Unlimited

39/45 Cavell Street, London E1 2BP

Tel. 01 790 0371/1153 Fax 01 791 0710

Bus and Coach Uniform Specialist

(27008/UF/33)

CRUSADER HOLIDAYS OFFER

2 x 1984 VAN HOOL/ACRON
2 x 1984 VAN HOOL/ALICRON

All with 49/53 seats, demountable toilet, M.A.N. 280 power units, double glazed, powered continental door, MoT's to Feb/Mar next and all other usual extras. Owned and operated from new and only used seasonally on our own extended touring programme.

These vehicles are in well above average condition, all were sent back to Van Hool in spring 1988 and given a complete mechanical and body overhaul regardless of cost. The itemised cost sheets from Van Hool are available with each vehicle.

OFFERS IN REGION OF: ACRON AT £57,500 AND ALICRON AT £56,000

CRUSADER HOLIDAYS LTD
CLACTON ON SEA
TEL: (0255) 425453
(32598 VH)

VOLVO

1987 VOLVO B10M PLAXTON 3500

51 reclining seats, toilet, video, hot drinks machine, excellent condition.

£65,000 ono

Tel. 089684 360 or
089682 2175 (evenings)

(32524/VO/58)

1984 PP VOLVO B10M, 49 seater, Alizee, full spec all in working order, MoT March 1990, vgc. £56,500 ono + VAT. Tel. (0453) 832722. (32633 VO)

1989 VOLVO B10M PLAXTON 3500 PARA (NEW MODEL)

49/53 reclining seats, centre demountable toilet, continental door, aircraft style lockers, seat back nets, curtains.

This vehicle is in superb condition and still under manufacturers warranty. Any operator wishing to purchase this vehicle will be given the opportunity of operating on our 1990 tour programme to Europe £85,000 + VAT

SELWYNS TRAVEL GROUP
TEL. 0928 564515
(32516 VO)



1980 VOLVO B58 DUPLE DOMINANT II, 53 seats, radio, pa, p/d, repainted and painted in Mason's white, MoT March 1990, beautiful condition inside and out... £24,500

1988 VOLVO B10M DUPLE 340GL, 49 recliners, courier, R/S toilet, TV/video, coffee machine, driver's bunk, MoT Feb '90, finished in white, choice of 2.

1970 FORD PLAXTON ELITE, 45 seats, MoT September 1989 OFFERS

1975 BEDFORD PJK PLAXTON, 29 seats, manual door, MoT July 1990, repainted and repainted in white £4,950

P/X Welcome

1986 MERCEDES 608D, 19 highback seats plus 3 standees. MoT'd March 1990, carpets, rack blowers plus lights, tinted windows, curtains, Reeve Burgess conversion, repainted white, low mileage, immaculate £15,500

1982 BEDFORD MINIBUS, 16 seats (PVC), petrol, MoT March '90 £2,750

1976 FORD R1114 PLAXTON SUPREME, 53 seats, Mark IV front, radio/PA, power door, MoT Feb '90 £4,950

Coach Rental available at 20p per km

TRAMONTANA C.D. LTD

CHAPELKNOWE ROAD,
CARFIN, MOTHERWELL.
TEL: 0698 53845/861790

(32595 VO)

EXCEPTIONAL OFFER

This vehicle is now surplus to requirement.

1984 (A) VOLVO B10M CARIBBEAN

Full executive specification, 49 recliners, white, very good condition, possibly available with 1st class UK work, May-Oct 1990. Compare this price.

£42,000 Finance possible

Tel. 0836 322241 anytime,
091 38 65070

(32530/VO/58)

1981 W REG VOLVO B58 VIEWMASTER GT

Air overleaf, tinted windows, 45 recliners with shades technics toilets or 49 recliners or 53 standard. Excellent mechanics and bodywork with radio cassette PA, 6 months test.

£25,500 + VAT for quick sale

Tel. 0325 312705 daytime
0325 320177 eves/weekends

(32632 VO)

1982 VOLVO BIOM JONCKHEERE BERMUDA

49 recliners + courier. Wired for TV, video, toilet, drinks machine and fridge, PA, radio/cassette, built to Tempo 100 spec, taxed, MoT Jan 90, excellent condition.

£42,000 + VAT.

Tel. 091 267 7109
(Tyneside) (32558/VO)

1981 VOLVO B58 DOMINANT, 50 recliners, toilet, autolube, taxed 31/7/90, MoT applied for 10th November, excellent order throughout, new liners last year, excellent runner. Tel. (03562) 4481. (32616 VO)

1982 VOLVO B10M VAN HOOL ALIZEE

49 recliners plus courier, Telma, Webasto, splitter, hot water, TV plus video, fridge.

£41,000 + VAT

Would consider p/x of
Volvo Plaxton
Tel. 01-641 8167

(31108 VO/59)

1986 VOLVO B10M SPECIAL 3500 5 STAR PARAMOUNT

49/53 reclining seats, coffee machine, video and toilet, Bostrum drivers seat. Many extras. Owner driver must sell due to illness.

£72,000 + VAT ono
TEL: 0283 38242 (Work)
0283 32543 (Home)

(32619 VO/59)

1987 (MAY) VOLVO B10M VAN HOOL ALIZEE H, 52 recliners, continental door, saloon toilet, Blaupunkt stereo pa, drinks machine, exterior white, unlettered, superb condition, MoT March '90. £72,000. Haldanes of Cathcart. Tel. 041 637 2234. (32608 VO)

1983 VAN HOOL ALIZEE VOLVO B10M, recliners, toilet, hot drinks machine, radio cassette, PA, video, Webasto, Telma, offers over £43,000. Tel. Durham City Coaches 091 378 0540. (32461 VO/58)

VOLVO B58 IRIZAR 1989

49 recliners/courier, toilet, TV, coffee machine, MoT April 1990.

£19,500 + VAT

Telephone: (056 72) 538

(31107 VO/59)

1979 VOLVO B58 DOMINANT II, 57 seats, new test, excellent condition, radio pa, owner driver. £21,000 ono. Tel. 0742 421327. (32586 VO/59)

COLLECTORS ITEMS

1950 BEDFORD OB, in need of restoring. Tel. (0974) 298546 (day), (0974) 298478 (evening). (32576 CT)

WANTED

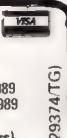
FULL SPEC 51 SEATER, Mercedes Neoplan City Liner for hire, ski work, English or Continental any work considered. Reasonable rates. Tel. 051-724 5727. (32647 WW)

VEHICLE SIGNS

LEYLAND NATIONAL MK I, all parts available, also breaking AEC route. Master. Tel. Scotland 0698 883203. (32635 VS 59)

TRAINING

CPC



National and International
Homestudy and Intensive Courses
6 OF OUR CLASSES HAD 100% PASS IN JUNE 1989
OUR NOTES WERE FULLY UPDATED OCTOBER 1989
YOU CAN'T BEAT THAT!
CALL FREE 098 456 310 or 0273 515649 (after hours)

Friendberry Ltd

PSV DRIVER TRAINING
To Class 1 or Class 1A
also
HGV Driver Training Class 1
BCT Qualified Instructors
London Coaches
For details please phone
01-877 1722
(21560 TG)



BUSINESS FOR SALE

TAXI/COACH BUSINESS FOR SALE - SCOTLAND

Small operations, high turnover, large potential, holiday area, good regular business and contracts.

Reasonable price for quick sale

Apply to Box No. 32572 Coachmart
Wentworth House, Wentworth Street
Peterborough PE1 1DS

(32641 BFS)

LINCOLNSHIRE COACH BUSINESS

Modern 5 vehicle fleet from Mini-Medium sized coaches. All year round contracts and private hire. Good turnover. Long Lease on workshop and yard.

Apply to
Box No. 32543 Coachmart,
EMAP Response,
Wentworth House,
Wentworth Street,
Peterborough PE1 1DS

(32543/BFS)

SMALL FAMILY RUN BUSINESS FOR SALE

Situated between Gatwick and Heathrow, 5 coaches, school contracts plus private hire, low price for quick sale.

Apply to Box No. 32585
COACHMART
WENTWORTH HOUSE,
WENTWORTH STREET,
PETERBOROUGH PE1 1DS

(32585 BS)

Coach Operator

DALESMAN TRAVEL LIMITED WEST YORKSHIRE

The business and assets of Dalesman Travel Limited are offered for sale by the Joint Administrative Receivers.

Principal assets include:

- Freehold garage premises in Keighley, West Yorkshire.
- Fleet of modern, liveried coaches.
- Hire contracts and private hire operations.
- Turnover approximately £500,000 p.a.
- Leasehold garage premises in Guiseley, West Yorkshire and leasehold retail and office accommodation in Ilkley may also be available.

For further information please contact Mark Dobell BA FCA, Joint Administrative Receiver, or Robert Barker MA ACA at Ernst & Young, Clifton House, 2 Clifton Villas, Bradford, West Yorkshire BD8 7DW. Tel: 0274-498153. Fax: 0274-495867.

Ernst & Young

Authorised by The Institute of Chartered Accountants in England and Wales to carry out investment business.

(32410 BS)

SOUTH WEST

Situated in pleasant seaside town. 7 modern vehicles, specialising in 12-26 seaters. Excellent long term contracts and private hire plus commercial and subsidised services. A well run firm with a good reputation.

Box No 32419,
EMAP Response Publishing,
Wentworth House, Wentworth
Street, Peterborough PE1 1DS

(32419 BS)

BUSINESS FOR SALE SOUTH YORKSHIRE

Coach business established 25 years with modern fully equipped freehold garage. Own tour programme and plenty of private hire. Five licences but would consider selling with or without coaches.

Offers in region of

£140,000

Apply Box 32414, Coachmart,
Wentworth House, Wentworth
Street, Peterborough PE1 1DS

(32414 BS)

BUSINESS FOR SALE

10 International licences, modern fleet of 10, good contract and private hire work all the year round. Purpose built freehold premises.

Reason for sale due to
retirement.

LEEDS AREA

BOX NO 32607
EMAP RESPONSE PUBLISHING
WENTWORTH HOUSE
WENTWORTH STREET
PETERBOROUGH PE1 1DS

(32607 BS)

BUS WASH

KARCHER, single brush, walk round, including 60ft roof track, 22 months old. Sensible offers. Tel. (0730) 813237.

(32628 BW)

REGISTRATION NOS.

NATIONAL NUMBERS (CNDA member)

Tel: (0642) 360066 - (0964) 542070

P0 Box 20, Norton, Cleveland TS20 1Y2

Free Lists - 20,000 plates on computer

68	MJI 4458	£199	KIA 7588
AEF 676A	MJI 4481	FIL 8695	£250
AEF 676A	LJ 9242	FIL 8672	GDZ 544
AEF 677A	LJ 9245	FIL 9213	GXI 588
AEF 678A	LJ 9246	FIL 8693	BIW 996
NA 678A	LJ 9247	FIL 8694	LUB 9361
NAT 678A	MB 8301	FIL 8753	LUB 8857
NAT 678A	MB 8301	BDZ 5539	HJI 5118
NA 678A	OL 9249	BDZ 6737	HOL 9213
GIL 2248	CW 4843	CDZ 7194	£269
GIL 2249	CXI 1764	CHN 968	USU 636
GIL 2252	DIL 9439	CHN 838	USU 637
GIL 2253	HXI 1634	DIL 1262	£330
GIL 2254	NXI 4084	DXI 6564	XNE 527
GIL 2255	OXI 1023	EIW 7180	WSU 222
GIL 2257	PXI 2079	FIW 9540	WSU 224
GIL 2258	TIA 4118	FXI 7622	£599
GIL 2259	UJ 9102	KIB 9225	WSU 222
GIL 2261			YFY 54

Fax: (0642) 550500

3279 DZ

21st December - 28th January
 ROY HUDD stars in
Babes in the Wood
 Traditional family
 Pantomime at Britain's most beautiful Theatre
 with GEOFFREY HUGHES ('Coronation Street'); JACK
 TRIPP, the best dame in the business; LYN PAUL from
 'The New Seekers'; THE MISTER MEN & from HTV
 West, RICHARD WYATT.
 Tickets £3.50-12 Generous party rates
 & special matinee prices from 9th Jan.
 BOX OFFICE (0225) 448844

Theatre Royal
BATH

Watch Out! BEADLE'S ABOUT

Now Booking
 21 December - 27 January



**JEREMY
 BEADLE**
 stars in

Aladdin

A Traditional Family Pantomime
 with full supporting company

Tickets
 from
 £3.50

1988/89
 prices
 held

Special
 Rates for
 Parties

CITY VARIETIES, LEEDS
 (Home of BBC's Good Old Days)

MENTION THIS AD & DRIVER GOES FREE!

BOX OFFICE 0532 430808

APOLLO THEATRES

Christmas Entertainment

DOMINION
 THEATRE LONDON

MONDAY 18th DECEMBER FOR 6 WEEKS ONLY

**MICHAEL
 BARRYMORE**

in **Aladdin** with

**FRANK
 BRUNO**

Plus a Host of Stars

GROUP SALES BOX OFFICE 01-930 6123

BRISTOL HIPPODROME

Opens 22 December for the Christmas and New Year Season

Su POLLARD

in **Dick WHITTINGTON**
 with **Derek GRIFFITHS** Plus a Host of Stars

GROUP SALES PARTY BOOKINGS 0272 299758

APOLLO THEATRE OXFORD

Opening Friday 22 December 1989 at 7.15 p.m.
 until Sunday 28 January 1990

KEITH HARRIS
 and **ORVILLE** in

HUMPTY DUMPTY

Plus a Host of Stars

GROUP SALES PARTY BOOKINGS 0865 723834

LIVERPOOL EMPIRE

Opens Friday 22 December
 to Sunday 4 February

PETER HOWITT

in **Cinderella**

Plus a Host of Stars

GROUP SALES PARTY BOOKINGS 051 7096699

**PANTO'S
 &
 PLAYS**



COACH INSURANCE

PREMIUMS INCREASED?

We have over 20 years of experience arranging insurance packages for coach operators.

LOOK!

- * Insurances arranged for single vehicle and large fleet operators, also new business ventures welcome.
- * Continental extensions daily/annually arranged.
- * Travel packages arranged UK and Continental.
- * Personal, friendly attention given to all enquiries.
- * Also available, exclusive facility for taxi operators for public and private hire.
- * Easy payment terms available.

Please contact:

THE

WRIGHTSURE INSURANCE GROUP

Wrightsue House
27 Booker Avenue, Liverpool L18 4QY
Tel: 051 724 2266

5 Dixon Street, Glasgow, Scotland G1 4AL
Tel: 041 221 6775

Wrightsue House
62 Maidstone Road, Grays, Essex RM17 6NF
Tel: 0375 378371

(22158/CI)

For the best
Insurance
Advice call
and see us on
stand 333



CHAPMAN
STEVENS
High Wycombe 0494 444346
Manchester 061 837 7212
Bristol 0272 252325

(30536 CI)

COACH INSURANCE

Fleet and single vehicle operators
Continental extensions

CONTACT:

Lawrie Insurance Consultants Ltd
7 Cray Buildings
Footscray High Street, Sidcup,
Kent DA14 5HL
Tel: 01 302 7521/7522

(30661/CI/51)

COACH INSURANCE

NATIONWIDE INSTALLATION SERVICE

We'll fit videos at your premises overnight.

No need to take the coach off the road.

14in - £1,095 16in - £1,295 20in - £1,395

Fully inclusive - TV/Monitor, Video Player and Full Installation.

48 HOUR SERVICE

We supply for immediate delivery all radio cassette, pa systems and microphones at very competitive prices.

Leasing Facilities Available

Autotek distributor

For all your Audio/Video, catering and refrigeration requirements, contact:

VIDEOFIT SYSTEMS LTD
TEL. 061 860 4409

(26496/AV)

TENDERS

LONDON BOROUGH OF BARNET DIRECTORATE OF TECHNICAL SERVICES TERM CONTRACTS FOR THE PROVISION OF VEHICLES WITH DRIVERS

Applications are invited from suitable firms with adequate transport and financial resources who wish to be considered as tenderers for the above contracts.

The contracts will involve the supply of coaches, minibuses and minicabs all with drivers for the daily transportation of adults and children many of whom may be physically handicapped, to and from the Council's Day Centres and schools for a period of one year.

Applications quoting reference WS RTM 0048 and indicating the type of service for which you wish to be considered, should be made in writing to:

Director of Technical Services
Barnet House
1255 High Road
Whetstone
London N20 0EJ
Ref: WS/RTM/0048

so as to arrive not later than 11 o'clock on Tuesday, 31st October 1989.

Applications should include the following details:

(a) Examples of similar works undertaken with numbers of vehicles involved, and with names and addresses of at least two technical referees.

(b) Copy of latest audited accounts.

(c) Name and address of applicant's bankers (to whom reference may be made).

Applicants should note that dependent upon response and acceptability for inclusion, a random selection may take place to compile a tender list of six to eight contractors for each type of vehicle.

M M Caller
Chief Executive
Town Hall
Hendon
London NW4 4BG

(32652 TE)

COACHES UNDER £10,000



MERCEDES 508D
19 seater, 1983, MoT Oct 1990, nice clean, tidy machine. £8,500 + VAT.

1978 FORD TRANSIT

8 seats with tail lift, MoT Feb 1990
White, clean and tidy
£1,000 + VAT.

**Tel. 0462 682883 day,
0438 352920 eve**

(32532 PB 58)



**FORD TRANSIT
PSV's**
12 seater Transits, 82, 83's. Most with new or long tests.

CHOICE OF 5 FROM £3,000

**DOLPHIN TRAVEL,
NORWICH**

**Tel: 0603 661407
Fac: 0603 761497**

(32588 PB 59)



**1979 R1114 FORD
DOMINANT 11**

53 seats, power door, heated screen, Telma brakes, radio/cassette, PA, clean reliable, 12mpg avera, uses no oil or water, must be seen, MoT'd up to May 21st 1990

**£7,950 + VAT ono
Tel. 0860 238225**

(32438 PB)

EMERGENCY SERVICES

GREATER LONDON

DO YOU OFFER AN EMERGENCY SERVICE?

Repairs, Recovery, Tyres
or Windscreens –

Contact Rachel on
0733 63100 ext 5241

Coach Recovery Services

24 hour breakdown and
recovery service close to most
major motorways. Accident
vehicle storage.

**Tel. 0293 775045
0860 295740
Fax. 0293 773638**
(30607/ES/51)

LANCASHIRE

N.L. WALLING

- 24-hour recovery service
- Roll-on, roll-off bus/coach transporter service.
- Roadside assistance.

Preston M6, M61 & Blackpool,
M55 areas, based at Junction 32
on M6.

Tel. (0772) 861616
(31885 ES)

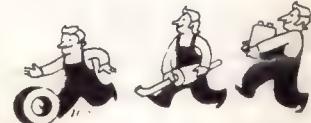
London Buslines

Specialist coach servicing
and repairs. Fully equipped
maintenance van for those
coach companies in mech-
anical difficulties in the

**West and Central
London area.**

Competitive Rates

**Telephone
01-568 1736 daytime
01-571 2233 after 7pm**
(24516 ES 21)



REPAIRS & RECOVERY

COACH RESPRAYS AND ACCIDENT DAMAGE

ALL our finishes are of premier quality.
You've tried the rest, now try the best

Contact Trevor or Mark at
Drury & Drury, Hythe, Kent
**Tel. 0303 265 706
0860 278988**

(30821 RR 59)

BLACKPOOL TRIM SHOPS LTD

Interior trim specialists.
Roofs, floors, seats our speciality.

**Your own seats trimmed same day in
coach moquette - from £1,000**

Largest stockists of coach moquette.

**Brum Grove, off Ansdell Rd,
Blackpool.**

Tel. 0253 66762 - Bob Taylor
(30957/RR)

M & H COACHWORKS Ltd.

(24530/RR) PSV SPECIALIST REPAIRS AND CONVERSIONS

★★★ LEEDS ★★★

Hot Water Boilers
Drinks Machine and Fridges
TV and Video Installations

Coachbuilt toilet/servery Installations
Coach heating systems installed and repaired

Quality resprays & signwriting
Accident damage repairs
VBRA Approved Repairers

(24530/RR)

Contact us for quotations, helpful advice and above all, genuine service

★★★ STAR QUALITY IS OUR HALLMARK ★★★

Phone 0532 441671 **New Princess Street, Holbeck, Leeds LS11 9BA** **Phone 0532 441671**
(Located 1 minute from M1/M62 junction)
(After hours phone 0532 520079)

PLAXTON/DUPLE

COACH

T
R
I
M
M

BARNESLEY

R
S

**UNDER
£1,000**
0226 712051
PLAXTON/DUPLE

(30451/RR)

SHADES COACH TRIMMERS for first class retrims at competitive prices. Part exchange possible. Tel. Scarborough 0723 512744, or after hours 0723 514306. (27900/R/37)

EASTGATE FURNISHINGS. The Operator's choice. First class retrims, roofs, linos and soft trim interiors. Friendly service guaranteed. Unit 3, Thornton Road Ind Est, Pickering, N Yorks. Tel. 0751 72229/75071. (28903/RR)

COACH RESPRAYS

By the Experts

DRAPERS COACHWORKS

01 692 9304

Coach Section

Mechanical work undertaken.

(24515/RR)

RETRIMS

by
the specialists

KEWIN

TRIMMERS

PETERBOROUGH
AND SWINDON
0733 238583

(23895/RR/19)

EXPRESS SERVICES

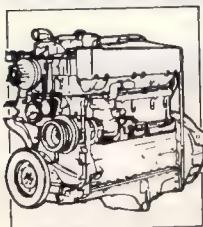
Any operator fancy a joint venture in the Express Market? We are based in the North West of England. Any areas considered.

Apply to Box No.32545 Coachmart
EMAP Response,
Wentworth House,
Wentworth Street,
Peterborough PE1 1DS

(32545 BO)

ENGINES

DIESEL ENGINES GEARBOXES and DIFFS



- ▲ BLOCKS
- ▲ HEADS
- ▲ CRANKS
- ▲ STARTERS
- ▲ ALTERNATORS
- ▲ FUEL PUMPS
- ▲ CAMSHAFTS
- ▲ CON RODS

Truck & Bus Engineering Ltd.
32-34 Canute Road
Southampton SO1 1FJ England

(0703) 332011

Telex: 477070 TRANS G
Fax: (0703) 631393



- ▲ Manual & Semi-Automatic Gearboxes
- ▲ Hypoid, Helical & Worm Differentials
- ▲ Comprehensive Stocks of New and Re-manufactured Exchange Units

NATIONWIDE
DELIVERY SERVICE
ALL UNITS
GUARANTEED

- ▲ Hubs
- ▲ Brakedrums
- ▲ Halfshafts
- ▲ Gears
- ▲ Axles
- ▲ Axle Casings
- ▲ Roadwheels

- △ Mercedes
- △ Volvo
- △ Scania
- △ DAF
- △ Leyland
- △ AEC
- △ Ford
- △ Bedford
- △ Man
- △ Iveco
- △ Coles
- △ Grove
- △ Cosmos
- △ Allison
- △ Kirkstall
- △ Eaton
- △ Fuller
- △ Rockwell
- △ Kessler
- △ Soma
- △ ZF
- △ Spicer
- △ Turner
- △ Clark
- △ SCG
- △ Twin Disc

(23888/RE19)

PSV SPECIALISTS OFFER FOR NATIONAL, LEOPARD, TIGER and RELIANCE

- FULLY RECONDITIONED ENGINES WITH FREE FITTING
- GEARBOXES RECONDITIONED ON SERVICE EXCHANGE
- RECONDITIONED HEADS, BLOCKS AND CRANKSHAFTS

AVON DIESEL COMPANY
(0454) 313805 (BRISTOL)

(24963/RE/24)

We supply fully reconditioned complete engines

to fit Tiger 218/245,
Leopards 680, AEC 760,
Bristol R/E 680, Atlantean AN 68.

Can be delivered and fitted nationwide.

Telephone for details

(0226) 750515 or (0709) 584979
daytime nos

(22619/RE)

BUS AND COACH SERVICES, Bedford Turbo 500, reconditioned and used guaranteed engines and crankshafts, pistons, etc. Tel. Kevin Noble, Bishop Auckland (0388) 767566. 7 day 24 hour UK delivery service.

STOCKPORT PETROL AND DIESEL ENGINEERING LTD

First class quality, exchanged, reconditioned engines.

Ford, Bedford, Leyland, Perkins.

All engines guaranteed.
Nationwide delivery.

Tel. 061 873 7924

Unit 3, Discovery Works,
3rd Avenue, Trafford Park,
Manchester M17 9XX

(29565/RE/47)

VEHICLE SPARES

TICKET EQUIPMENT

QUALITY RECONDITIONED TICKET MACHINES (Setright and Almex). Tickets: rolls, books, weekly and passes. Cash bags and punches, fast professional ticket machine repair and modification service. Transport Ticket Services (060084) 650. (32615 TQ 59)

SETRIGHT MK1's, £26. Setright Mk's, £45. Almex model A, £25 and £80. Full repair service available. For further details contact Mark, 5 De Grey Close, Lewes, East Sussex. Tel. (0273) 474816. (24864 TQ)

VEHICLE SPARES

JONCKHEERE
SUTRAK
vogel

WEBASTO
THETFORD

- ★ PARTS
- ★ SERVICE
- ★ GLASS FITTING

*You've tried the rest –
Now contact the best on*

0923 39996

J BERNSTEIN ENGINEERING SERVICES
UNIT 3, COLNE WAY COURT,
COLNE WAY, WATFORD, HERTS
(32426/VE)

CAMSAL ENGINEERING LTD

Quality reconditioned engines. FORD, BEDFORD, DAF, LEYLAND, PERKINS, ROLLS ROYCE, VOLVO etc.

Customers own unit can be re-con if required.

Delivery and fitting service available.

**Westmead, Cutmaple,
Hedingham Road, Gosfield,
Halstead, Essex.**

Tel: (0787) 61603

(22792/EN/12)

TREVOR WIGLEY & SON LTD

THE PROFESSIONAL PSV DEALERS

TEL: 0226 723147

MOBILE – 0836 581848 FAX – 0226 700199

- ★ Top prices paid for redundant Buses & Coaches ★
- ★ No quantity too large to handle ★ ★ Immediate payment on collection ★

WE NEED YOUR SCRAP VEHICLES!!

- We operate a fleet of fully equipped modern recovery vehicles.
- Over 5 acres of used vehicles and spare parts.

A Totally Professional Service From One of The Country's Major PSV Dealers

SPECIAL OFFERS THIS WEEK

ENGINES - BOXES - DIFFERENTIALS
VRT AEC BEDFORD
FORD DAIMLER LEYLAND
LEYLAND NATIONAL

Glass and many more spares

1973-1977 VRT Bristols

1973-1977 Leyland National

1976 Daimler Fleetline 1975 Daimler Fleetline
Eastern Coachworks Body

All in current test

RING 0226 723147/5 lines

TREVOR WIGLEY & SON LTD

CARLTON, Nr BARNSLEY, SOUTH YORKSHIRE

QUEENSBIDGE (PSV) LTD

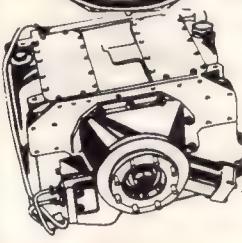
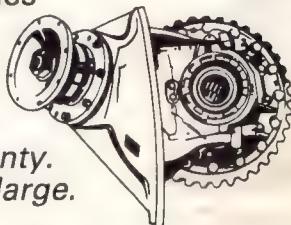
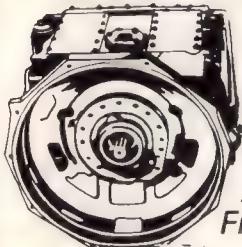
Suppliers of spares for all makes of PSV vehicles

A complete range of new and fully reconditioned service exchange major units including:-

- ★ Hydracyclic gearboxes
- ★ Differentials and axles
- ★ Semi-automatic gearboxes
- ★ V.R.T. mitre boxes
- ★ Manual gearboxes
- ★ Fluid fly wheels
- ★ Angle drives
- ★ Starter motors
- ★ Alternators
- ★ E.P. units and engines

Always in stock are a full range of both transmission and engine parts including:-

- ★ Relined semi-automatic brake bands
- ★ New and fully reconditioned gear train assemblies
- ★ Oil seals, O rings, bushes and gaskets etc
- ★ Prop shafts
- ★ Engine blocks
- ★ Exhaust systems
- ★ Cylinder heads
- ★ Crankshafts etc

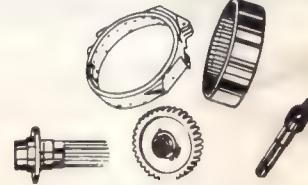


All major units carry a 12 months unlimited mileage warranty.
Free nationwide delivery service, no quote too small or too large.

Please contact either:-

Mike Wetherill or Howard Holt
Northern Depot, Sheaf Street,
Crown Point Road, Leeds LS10 1HD
Tel. 0532 340200
Fax 0532 340164
Telex No. 895 4146

(30742/VE/57)



VOLVO K19, reconditioned gearboxes, service exchange, fully guaranteed. Tel. (0246) 260199.
(22189/VE/11)

ZF 6-SPEED GEARBOX, plus bellhousing and 8 inch flange, gearbox type S680, good condition. £650 - VAT on. Tel. 0506 822342.
(32606 VE)

LEYLAND NATIONAL MK1 all parts available, also breaking AEC Routemaster. Tel. Scotland (0698) 883203.
(32635 VS)

CRANES & COMMERCIALS (EXPORTS) LIMITED

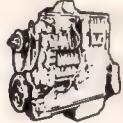


GOUGHS TRANSPORT DEPOT, MORESTEAD,
NR. WINCHESTER, HAMPSHIRE, ENGLAND

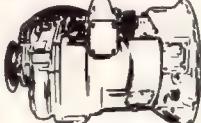
Tel: 0962 715566 Tlx: 477179 Fax: 714868

UK's Leading Supplier of:-

• NEW • RECONDITIONED • USED SPARE PARTS



DIESEL ENGINES
CYLINDER HEADS
CYLINDER BLOCKS
CRANKSHAFTS
SHORT MOTORS



GEARBOXES
TRANSFER BOXES
AUTOMATIC
PNEUMOCYCLIC
MANUAL



DIFFERENTIALS
AXLES
HALFSHAFTS
HUBS
(25922)
CROWNWHEEL & PINIONS

Volvo - Scania - DAF - Mercedes - Leyland - AEC - Ford - Bedford -
Eaton - Rockwell - Fuller - ZF - Cummins - GM - Perkins - Gardner

STEWARTS of Wishaw



Strathclyde, Scotland

COACH WINDOW
FITTING CENTRE

Full Repair & Spray
Painting Service

(0698) 373483/4/5

EMERGENCY SERVICE J. STEWART (0555) 70885
PHONE or W. HOLMES (0555) 3409
(31783/VE/55)

ZF TRANSMISSIONS

or REPAIR

(0703) 335313
(27293/VE)

BRIDGEWATER GEARBOX CENTRE LTD

12 months warranty Nationwide Delivery 24 hours Turnaround

We specialise in: ZF VOLVO, MAN, DAF, 6-speed 4.76 + also AEC S670/3

SEMI AUTOMATICS – ALL RANGES

TELEPHONE: (0278) 787777 · MANCHESTER 061 833 2594 · NORWICH (0603) 259320

(32560/VE)

SV HEAVY DUTY SHOCK ABSORBERS

Make a world of difference on

BOVA, DAF, MAN, MCW SCANIA, MERCEDES, NEOPLAN, SETRA, VOLVO.

All other makes available £68.50 each

or purchase a full set for your vehicle at only ... £62 per shock

• Free Securicor delivery • No minimum order • 2 year guarantee

The average life of a SV Heavy Duty Shock Absorber has been proven after extensive 'life testing' to be on average 450,000 miles.

Fit SV and feel the difference – direct from:

ASHLEY BANKS LTD (0778) 36651 FAX NO. 0778 36721

5 King Street Industrial Estate, Langtoft, Peterborough PE6 9NF

(24433/VE/21)

MINIBUSES

V REG BEDFORD PJK

29 seater, excellent condition, resprayed white, recon engine, new exhaust, tyres, batteries, recent COF. £6,750.

BEDFORD PLAXTON EMBASSY

20 seater, lovely condition for year, reseated and resprayed, new tyres, exhaust etc, recent COF, little money earner. £3,000.

Both vehicles used daily

Tel. Grimsby (0472) 813664

(32534/MB/58)

MINIBUSES

NOV 1986 'D' TALBOT. SWB Express, 12 seater, diesel, PSV Dormobile conversion, vgc throughout, beige with cloth seats, annual August 1990, 81,000 miles. £5,650 + VAT ono. Tel: (042877) 256/675 (Hants).

(31831/MB/57)

1985 DIESEL TRANSIT. 12 seater, moquette seats, overdrive, radio, cassette, new MoT, taxed, excellent condition, any trial. £4,500 + VAT.

1984 MERCEDES. 19 seater, moquette seats, luxury conversion, full soft trim, radio, cassette, new MoT, taxed, first-class condition. £12,000 + VAT. Tel. (0522) 533605 (Lincoln).

(32573 MB)

LEITHS MINICOACHES
Leyland DAF Turbo, 16 seats, luxury, immediate delivery. Demo model.
Tel: 0659 50322

(32592 MB 59)



The Bus Centre

USED

Sherpa 16 seat minibuses, Carlyle bodies, diesel, power doors, current PSV, registered 1986 from £8,950 + VAT.

Sherpa 18/20 seat minibuses, Carlyle bodies, diesel, power doors, current PSV, registered 1987 from £12,000 + VAT.

Sherpa 20 seat, Carlyle body, dual-purpose seats, luggage rack, registered 1989, as new, from £19,250 + VAT.

Optare City Pacers 25 bus seats, automatic, E Reg. 1987, £17,500 + VAT.

Also available

Mercedes 12 seat minicoach and Transits with 16 high backed coach seats.

Coming Shortly

Ford Transit 16 seat 5 standing Dormobile bodied, full bus specification first registered 1985.

Contact Barry Childs or Dennis Skinner.

IVECO 49/10
21 seats Carlyle body, extra large luggage space. Ideal Airport/Hotel courtesy bus.
£27,950 VAT

Hire Purchase and Lease Facilities. Written guarantee with every vehicle.

021-454 4808

Carlyle Bus Centre Limited, Waterworks Road, Edgbaston, Birmingham B16 9DB.

Carlyle
BUS CENTRE

22 SEAT MERCEDES 609D 'Concorde' £28,450

26 SEAT MERCEDES 609D – luxury spec £25,700

16 SEAT FORD TRANSIT – luxury spec, coach back £18,300

14 SEAT RENAULT Master – luxury spec, underfloor luggage £17,500

12 SEAT TALBOT Express – luxury spec, underfloor luggage £14,700

13 SEAT BEDFORD Midi – high roof £10,200

14 SEAT MAZDA – diesel £9,950

See all these vehicles on STAND 50
at the

**BUS AND COACH '89 SHOW
OR TELEPHONE**

061-494 6117

(32479/MB)



**BEDFORD CF2
13 SEATER PSV**

Diesel, 5 speed, lwb, twin rears, C reg, new PSV certificate and annual mechanically excellent, white body work, new interior to high standard including soft trim and moquette seats.

£7,500 ono

Tel. 0873 810926

(32423 MB)



WESTERN COMMERCIAL

NEW STOCK

811 TURBO MERCEDES. 33 seat, wide body, coachbuilt with power glider door, large boot, full width coach seats, high spec + standees. Available 1 week.

709 MERCEDES. Full width coach seats, power door glider, large boot + standees. 4 weeks.

609 MERCEDES. Dual-purpose van conversion, power door, 23 coach seats. In stock.

609 MERCEDES/ALEXANDERS. 25 seat, coachbuilt with power door, boot and standees. In stock.

507 MERCEDES/DUAL PURPOSE. 16 seat, power door.

USED

1988 MERCEDES 507, 16 seats, electric door.

1988 MERCEDES 709/ALEXANDERS, 25 seat, coachbuilt, electric door, bus seats, destination equipment.

(32658 MB)

BRIDGE STREET, NEWBRIDGE, NR. EDINBURGH

**CONTACT JOHN LEITCH ON 031-333 2001
OR EVENINGS 0357 21888**

D REG FREIGHT ROVER

20 seater + 2 standing Diesel Bus, dormobile conversion, auto door, tested until mid-1990.

£8,650 + VAT

T & L COMMERCIALS

RAINHAM, ESSEX

10 mins Dartford Tunnel

Tel. 0836 344580

(32570 MB)

1982 BEDFORD CF MK II, 12 seats, MoT 1990, excellent condition. **£2,950 ono (no VAT).** Tel. 0222 594367 anytime.

(32593 MB)

25 SEATER FORD A SERIES 6 CYLINDER DIESEL, folding door, 1978, MoT August 1990, ideal contract vehicle, sensible offers, or exchange for Transit PSV with tail lift. Tel. (0704) 27321. (32664 MB 59)

FORD TRANSIT 1981, 16 seater, tested until March 1990, good condition. Part exchange taken **£4,000.** Tel. (0974) 298546 (day), (0974) 298478 (evening).

(32575 MB)

MAKE SURE YOU RECEIVE COACHMART EVERY WEEK!

If you are not already a subscriber but would like to receive a copy every week of the Coaching Industry's own magazine, please complete the form below and send it with your remittance to:-

**RACHEL DAVIES, EMAP Response
Publishing, Wentworth House,
Wentworth Street, Peterborough PE1 1DS**

Name

Company

Address

Postcode

Subscription Rates:

United Kingdom £45.00

Eire and Europe £75.00

Worldwide £100.00

Use Your Cards



BARCLAYCARD

VISA

Orders can be placed by using Access or Visa cards either by post using the coupon below or simply by telephoning Rachel Davies, (0733-63100). Our address is EMAP Response Publishing, Wentworth House, Wentworth Street, Peterborough PE1 1DS.

To ACCESS/VISA

I authorise you to credit my Access/Visa

Account with the amount of £.....

My ACCESS/VISA NUMBER IS

Name

(As on Credit Card)

Address

Signature

Date

USED VEHICLES · SEATS · GEARBOXES · SPARES ·

VEHICLES · SEATS · GEARBOXES

1973/74 LEYLAND NATIONALS 11 metres, tested. Choice of 10.**1977 BRISTOL LH SUPREMES**, 41 seats, test applied for choice of 2.**1977 LEYLAND LEP DOM II**, 49 seats, Express doors, tested, choice of 2.**1974 LEYLAND LEP**, private plates, Plaxton, Mk IV front, express doors, test applied for. £4,500.**1977 DAIMLER FLEETLINE**, 76 seats, full test**SEAT RETRIMS UNDER £1,000**

JOE SYKES

VEHICLES · SEATS · GEARBOXES

I BUY YOUR REDUNDANT OBSOLETE VEHICLES AT A BETTER PRICE.
VEHICLES COLLECTED.
DISTANCE NO OBJECT.
FULLY RECONDITIONED SEMI/AUTO AND MANUAL GEARBOXES WITH WARRANTY, MOST MAKES IN STOCK

OF BARNESLEY TEL:
0226 725702

(26366/UN)

USED VEHICLES · SEATS · GEARBOXES · SPARES ·

1985 BEDFORD DUPLE LAZER II, 53 seater.**1987 LAG PANORAMIC** luxury coach, DAF 2800 engine, 49 seater.**1989 MERCEDES BENZ DUBRAVA** 3200, 49 seater.**OFFERS INVITED**

For more details

Tel: (04027) 59406

(32605 UN)

END OF SEASON SALE

1 45 seater Plaxton Supreme VI, Y reg Bedford turbo. £12,000
 1 53 seater Plaxton Supreme, R reg Bedford 500, (new engine). £5,500
 1 44 seater recliners Plaxton Elite, (new engine). £3,000
 1 14 seater Talbot Express, 1988, E reg, diesel turbo. £8,000
 1 14 seater Talbot Express, 1987, D reg, diesel. £7,000
 1 15 seater Bedford Midi, (non PSV), D reg. £3,500
 Hyundai Pony, B reg (car). £1,200

Contact 0708 28111

(32650 UN 59)



West Durham Coach Sales

18, 19, 21 SEAT TOYOTA OPTIMOS AVAILABLE FROM STOCK**1987 TOYOTA OPTIMO DL**, 19 seat, 6 cylinder turbo.**1986 (C) TOYOTA GL MIDI COACHES**, 19 reclining seats, red interior, choice of 2, MoT May 1990.**1982 BOVA DAF EUROPA**, 52 recliners, Webasto heating, wired for TV, curtains, red interior, MoT July 1990.**1986 (C) TOYOTA GL Midicoach**, 19 recliners, MoT May '90.**1986 (D) TOYOTA GL Midicoach**, 19, new MoT.**1985 (C) FIAT IVECO Midicoach**, 14 seater, new MoT.**1987 OPTARE CITY PACER**, new engine, new MoT, 25 coach seats.**1979 BEDFORD YMT Duple Dominant**, 53 seater, MoT March 1990.**1982 (X) BEDFORD CF**, new MoT.**1982 BOVA DAF Europa**, 52 recliners, MoT July '90.**1979 BEDFORD YMT Duple Dominant**, MoT May '90.**1976 BEDFORD YMT Plaxton Supreme Express**, MoT Dec '89.**1976 BEDFORD YMT Plaxton Supreme Express**, 53 seater, MoT December 1989.**PART EXCHANGE DEALS ALWAYS WELCOME – All prices subject to VAT**
Webasto heating sales and service agents*Always in touch!***Telephone (0388) 811848 day****TOYOTA**

Fax No. (0388) 819754

24 Hour
TOYOTA parts
service

(27160/UN)

TONY ANDREWS

MAN

P.S.V. SALES

THE JONCKHEERE DEALER FOR SCOTLAND
 PARTS SERVICE ACCIDENT REPAIR
 24 Hr EMERGENCY ROADSIDE ASSISTANCE
 NEW JONCKHEERE LUXURY COACHWORK
 AVAILABLE ON VOLVO, LEYLAND, DAF, SCANIA.
 PHONE US TODAY FOR FULL DETAILS

USED VEHICLES

1984 DAF 2300 Jonckheere, 49 seats, full spec, MoT'd Feb. £49,500
 1983 DAF DKFL PLAXTON PARAMOUNT 3200, 51 reclining seats, toilet, double glazing, Webasto, private plates etc, MoT Dec '89. £39,500
 1982 BEDFORD YM/ MAXETA, Allison automatic, 35 seats, service bus, pram pen, rubber floor etc, MoT April 1990. £12,000
 1980 VOLVO B58, 12m/Duple Dominant II, 55 seats, MoT Sept '90. £22,500
 1980 VOLVO B58, 11m/Unicar, 53 seats, MoT Sept '90. £17,500
 1979 BEDFORD YM/DUPLE DOMINANT II, 53 seats, MoT April '90. £8,500
 1978 BEDFORD YM, (401 Leyland engine)/Duple Dominant II, 53 seats, radio, p/a, curtains, MoT Sep '90. £7,500
 1974 BEDFORD YRT/PLAXTON EXPRESS, 53 seats, MoT Nov '90. £4,500
 TRADES DESCRIPTION ACT: In this list we quote the year of registration and not necessarily the year of manufacture. All prices are subject to VAT at the standard rate

Ayrshire**TEL: 0292 591213**

day and night

(31842/UN)

Jonckheere

C.H THOMAS COACHES LTD

END OF SEASON SALE

1982 DAF JONKHEERE BERMUDA, 49 reclining seats, TV video, PA, toilet, hot water, private plate, new MoT	£37,000 ono
1982 (X) LEYLAND TIGER, 53 seats, radio, PA, Plaxton V body, MoT May '90.	£31,500 ono
1983 (Y) BEDFORD CF, 11 seat mini bus, MoT April 1990	£2,650 ono

Tel: 0249 814455

(32526/UN/58)

AVAILABLE NOW

1987 DUPLE 425 - Cummins L10 - 53 reclining seats with arm and foot rests - rear toilet - continental exit - carpet - curtains - double glazing - Vogel courier seat - Bostrom driver's seat - driver's bunk - speed limiter - Telma - ABS - Tempo 100 - video with three monitors - Bosch radio cassette and PA - Eberspacher pre-heater - first class condition - MoT to May 1990 - full maintenance records available.

£70,000 ono plus VAT

STRATOS HOLIDAYS

Newtown

Mid Wales

Tel. 0686 626731

(32441 UN)

OLD BARN GARAGE

28 Preston Road, Brighton, East Sussex

1986 BEDFORD YNV PLAXTON 3200, 53 reclining seats, armrests, air suspension, Webasto heating, Telma, curtains, radio, cassette, pa, MoT Nov 1990.

1983 (AUG) PRIVATE PLATE VOLVO B10M PLAXTON 3200, 53 reclining seats, courier seat, armrests, Telma, Webasto heating, air conditioned, curtains, radio, cassette, pa, MoT April 1990.

Part exchange or HP arranged

Tel. 0273 686378 day, or 0273 504059 eve

(32470 UN 58)

WARRENS COACHES (Kent - Sussex) LTD Ticehurst - Sussex

HAVE FOR SALE

1984 DAF MB200/PLAXTON PARAMOUNT 3500

Fitted with sunken toilet, coffee machine, video, TV, full stereo sound & PA system, 49 recliners plus courier seat (a pair of 2 seats spare if required to make up to 53), MoT to March 1990, **£45,000.**

1981 VOLVO B58/PLAXTON SUPREME IV

Fitted with 49 E-type seats, Telma retarder, radio/PA, MoT to January 1990, **£25,500.**

1980 VOLVO B58/PLAXTON SUPREME IV

Fitted with 49 E-type seats, Telma retarder, radio PA, MoT Feb 1990, **£23,000.**

All the above vehicles are in excellent condition - each one has only had two owners from new

**Tel. Warrens Coaches on (0580) 200226 - 200291
(05806) 3212 & 3887**

(32591 UN)

CHOICE OF 3

1984 KASSBOHRER SETRA, double deckers, 5228 DT, one 70 seater, two 74 seaters. All have new or reconditioned engines, differentials and gearboxes with V8 engines, 8 speed ZF gearbox in each
£66,000 each

ALSO

1985 NEOPLAN with V10 engine and 6-speed ZF gearbox
£68,500

All four vehicles are fitted with toilet, drinks machine, fridge, radio/pa, sausage boiler and 6 to 8 TVs in each with videos.

**Contact Martindale Coaches
on (0740) 651500**

(32584 UN 59)

ONE P REG FORD DOMINANT, 53 seaters, both MoT to February 1990. **£2,000.** 1978 SEDDON PENNINE, 53 seater, Gardner engine, year's MoT. **£5,500.** Tel. (0566) 4848.

(32656 UN)



London Bus Sales Route Master and Leyland National Mk 1

**10.3 metre · 2 door
36 seats · 28 standees**

Large selection of these vehicles in stock.

All buses fully prepared to buyer's requirements.

Full after sales service.

London Bus Sales
London Buses Ltd
500 Chiswick High Road
London W4 5RG
Telephone
01-724 5600 ext 20607

Fax 01-227 6515

Also available

A quantity of Gibson and Almex E ticket machines.

(27007/UN)

B10M JONCKHEERE P90, very high spec, immaculate throughout, low mileage, drinks, hot and cold, fridge, video 7 TV monitors, Telma, 12 speeds, MoT August 1990 £55,000 ono

1974 BEDFORD DUPLE. Repainted. Exchange gear box (app 6 months ago) 500 engine fitted (app 3 yrs ago). 12 months MoT, very clean machine £4,000 ono

Both the above coaches has been well maintained mechanically and body wise.

COME AND MAKE AN OFFER

Contact Mr G Wilson or Mr Sanderson

Tel: 0742 345247 (Sheffield)

(32462/UN/58)

1987 (E) MAN 8.136 WHIPPET, 28 reclining seats, radio, stereo, power door, MoT March '90, £28,000.

1976 (D) MERCEDES 608 Reeve Burgess, 19 seater, MoT Aug '90, £16,000.

1987 RENAULT MASTER, 15 seater, tinted windows, radio, PA, MoT April '90, £8,500.

1974 LEYLAND LEOPARD 680 Dominant, 49 seater, Webasto, recent engine and gearbox, 12 months' MoT, £5,750.

All plus VAT and available now

NEW 22.5 inch Continental style stainless steel wheel discs, £95.00 per set plus VAT. All other sizes available.

Tel. 0253 65207

(32436 UN)

1978 BRISTOL L.H.E.C.W., 43 seats, MoT - March 1990 £8,000

1978 FORD PLAXTON SUPREME, 49 seats, MoT - March 1990 £6,000

1974 LEYLAND LEOPARD PLAXTON ELITE, 51 seats, MoT - July 1990 £6,000

1968 BEDFORD PJK PLAXTON PAN-ORAMA, 29 seats, MoT - June 1990 £700

**WILSONS
COACHES**

Tel: (0555) 840249

(32619 UN)

1985 VOLVO B10M, 53 recliners, MoT April 1990.

1980 LEYLAND LEOPARD, semi auto, 53 seats, MoT May 1990.

1977 LEYLAND NATIONAL, 41 seats, MoT, Sept 1990.

1986 MERCEDES 609D, 27 seats, MoT Feb 1990.

1987 MERCEDES 709D, 27 seats, MoT April 1990.

1988 TALBOT EXPRESS, diesel, 14 seats, MoT applied for.

Tel 0236 825178

(32494/UN)

SALE DUE TO SURPLUS

1982 DAF MB200 JONCKHEERE

BERMUDA. 49/53 re-moquette reclining seats, carpets, toilet/washroom, video, drinks machine, driver's bunk, new Blaupunkt stereo system, splitter, Telma, private plates, good condition throughout, MoT August 1990. Bargain at

£36,000 + VAT

VOLVO B58, private plates, 53 seats, Telma, power door, wired for TV and radio, taxed and MoT'd. £8,000 + VAT

BEDFORD DUPLE YRT, 1974, 53 seats, taxed, MoT'd. £2,400 + VAT

BEDFORD 466 YRT, 1976, 41 seats with side lift, taxed and MoT'd. £3,500 + VAT

1976 FORD DUPLE, 53 seats, power door, taxed and MoT'd. £3,000 + VAT

1973 FORD DUPLE, 53 seats. £700 + VAT

**Telephone day: (08055) 203/476
or eve (0237) 472286**

(31844/UN)

FOR SALE

BEDFORD YMP, 10 metres, 1984, Plaxton Paramount bodywork, Telma retarder, 38 reclining seats, fitted to high specification.

Only 2 left.

1982 12 METRE LEYLAND TIGER 245, Plaxton Supreme V bodywork, 50 reclining seats, fitted with Telma retarder, cherished number plates.

1982 12 METRE LEYLAND TIGER 245, Plaxton Supreme V bodywork, 55 standard seats, fitted with Telma retarder, cherished number plates.

Both in first class condition and both fitted with TL 11 Level Six series engine and the latest Rockwell back axle.

Contact: Armchair Passenger Transport Co Ltd, Brent Way, Brentford, Middlesex TW8 8ES.

Tel. 01-568 8227

(32587 UN)

1978 BEDFORD YMT Plaxton Supreme

53 seats, pa/radio/cassette, side lockers, cherished number plates, various MoT dates, choice of 7, all owned from new by us, colour orange/black, can refinish your colours.

1981 LEYLAND NATIONAL Mk 2

680 engine, 52 seats, one entrance, PSV/MoT but never used as a city or rural bus, owned from new by local Government establishment until recently and used as works transport.

Tappins Coaches, Didcot, Oxon.

Tel. 0235 819393

(32531/UN 58)

DUE TO RETIREMENT THE FOLLOWING ARE NOW AVAILABLE

DAIMLER FLEETLINE, 74 seats, double decker. £4,750.

WILLOWBROOK SPACECAR, P reg, in need of an engine. £3,000.

VAN HOOL 300 ON BEDFORD YMT CHASSIS, 500 engine. £4,000.

Tel. 0978 834920

(32476/UN)

TLANCASTER CITY TRANSPORT

FOR SALE OR HIRE

1976 ALEXANDER

T type, Leyland Leopards. Choice of six.

ALSO FOR SALE

1973

Leopard Duple. £2,750.

1978

Reliance Plaxton. £11,500.

**Heysham Road Bus Depot
Morecambe (0524) 424555**

(32517 UN)

ROWE OF MUIRKIRK

HAVE FOR SALE

VAN HOOL ASTRON

57/59 reclining seats, toilet, drinks machine, TV/video with two screens. Twin drivers bunk, private plates. MoT May '90. £45,000 ono

VOLVO VAN HOOL

ALIZEE 'H' 49/51 reclining seats, toilet, drinks machine, fridge, TV/video. Reg. April '88. MoT March 90. £85,000 ono.

Tel: 0290 61300 Day

Tel: 0290 61647 Eve

(32519 UN)

1978 (T) AEC 760 PLAXTON SUPREME EXPRESS, 53 seats, new MoTs, (2 off)	£11,000 each
1976 (P) AEC 760 REBODIED PLAXTON ELITE, 53 seats, new MoT	£5,000
1978 FORD PLAXTON SUPREME, 53 seats, new MoT.....	£7,000
1978 FORD PLAXTON SUPREME, 53 seats, choice of 2 MoTs 3.90 and 6.90	£7,000 each
1975 BEDFORD YRT DUPLE DOMINANT I EXPRESS, 53 seats, MoT 8.90.....	£4,000

NATIONWIDE COACHES
(0555) 2654

(32617 UN)

EERRINGTONS

NEW TOYOTA CAETANO OPTIMO GL, 18 reclining seats + courier and large rear locker, white, grey interior, immediate delivery.

NEW TOYOTA CAETANO OPTIMO GL, 21 seats & courier, white with red interior, immediate delivery.

1984 BEDFORD YNT, ZF 6 speed, Duple Laser (51), power door, radio PA, side locker, MoT June '90.

1987 (E) FORD TRANSIT (new shape), petrol, 5 speed, 12 highback seats, MoT Sept '90.

1981 BEDFORD YMQ'S 500 fully automatic service bus, 33 moquette seats + 8 standees, MoT June 1990, power doors.

1973 BEDFORD YRT PLAXTON, 53 seats, power door

1971 FORD TRANSIT petrol, twin wheel (12), PSV, MoT Feb 1990, £825.

Evington, Leicester LE5 6DQ
Tel. (0533) 730421

(31837/UN/57)

LANCASTER CITY TRANSPORT

FOR SALE OR HIRE

1976 Alexander 'T' type Leyland Leopards. Choice of six.

ALSO FOR SALE

1973 Leopard/Duple £2,750

1978 Reliance/Plaxton £11,500

**Heysham Road Bus Depot,
Morecambe**
Tel: 0524 424555

(32412 UN)

IVECO 35.8 1985 MINIBUS

12 coach seats, high roof, white, very good order, MoT April 1990.

£6,500 ono P/X considered

LEYLAND LEOPARD

45 seat coach, manual gearbox, power door, PAS, exceptional condition, MoT applied for.

£3,500 ono P/X considered

Tel. 0254 678830 (Blackburn)

(32564/UN/58)

Re: The Country Bus Co Ltd (In Liquidation)

The following buses and coaches are offered for sale all with current MoT tests:

Reg Letter	Make	No of Seats
D	Freight Rover (2)	16
R	Bristol LH Coaches (3)	41
R	Bedford Marshall Bus (petrol)	37
R	Bristol LH Coach	33
S	Ford Midi Coach	25
S	Bedford Coach	29
Q (H)	Leyland Panther Bus	49
R	Daimler DD Bus	74
P	Leyland Nat Buses (2)	44
N	Leyland Nat Bus	49
J-N	Bedford Coaches (10)	45/53
T	Bedford Coach	17
V	Bedford Coach	17
Y	Bedford MiniBus	12
X	Ford Minibus	16
	20 Set Right machines	

Viewing by appointment – phone 08054 323 anytimse

Further information from the Liquidator's agents:

HUSSEYS, Alphin Brook Road, Exeter, EX2 8TH
Tel. 0392 50441 Tlx. 42621 Fax. 0392 413208

(32507 UN)

END OF SEASON SALE

1984 (A Reg) VOLVO B10M DUPLE CARIBBEAN, 49 recliners, twinscreen, video, double glazing, toilet, coffee machine, fridge, Webasto, tested to December 1989, mint condition, has only been used on tour work and with our company from new

£51,950

1983 (Y Reg) VOLVO B10M. Paramount 3200, 51 recliners, video, toilet, double glazed, 12 months CoF. Been with company from new.

£49,950

1982 (X Reg) FORD PLAXTON SUPREME V, 49 quality recliners, air operated door, mint condition, been with our company since new, excellent runner. 12 months CoF.....

£15,950

**Contact Wray's of Harrogate
(0423) 522466**

(32649 UN)

CHOICE OF TWO

1984 VOLVO B10M 3500

53 seater, recliner and 57 seater.
£50,000 ono

CHOICE OF TWO

1987 MAN VAN HOOL

Acron 49153 recliners, dismountable toilet. £90,000 ono

Tel. 04853 2349

(32422 UN)

FOR SALE

6 Leyland Leopard Coaches

1979-80

5 AEC/Berkhoff 1984

7 Leyland National II (10m)

1981

2 Leyland National I Series II (11m) 1979

Tel. 0226 727769

0226 716166 (after 6pm)

(32602 UN)

Three M2M 16 seater Mini Coaches. Freight Rovers. Power doors. Two 'D' reg and one 'F' reg.

One DORMOBILE MINIBUS. 'D' reg, 16 seater. Power door.

One FORD IVECO 'E' reg, 21 seater.

BRISTOLS VRT II's. Choice of two. 74 seaters.

*All vehicles well maintained.
All current MoT's – OFFERS*

Excess to requirements.
Larger vehicles arriving.

Tel. 0530 60888

(Leicester area)

(32435 VA)

PAGE
MISSING

PAGE
MISSING